

COMMERCIAL HISTORY
of the
STATE OF OHIO

by
Columbus Council
No. 1
United Commercial Travelers of America



Representing the
Manufacturing, Jobbing, Railway, Hotel, Banking, Educational
and Commercial Interests and the Resources
of the State in General.

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DEDICATED TO THE MANU-
FACTURERS, JOBBERS,
MERCHANTS, AND BANK-
ERS OF THE GREAT
HISTORICAL AND COM-
MERCIAL STATE OF OHIO



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INSCRIBED BY

COLUMBUS COUNCIL No. 1
UNITED COMMERCIAL TRAVELERS
of America



OHIO

Ohio, the fourth state in population, declared by Congress to be a new state and a member of the union on March 3, 1803, takes its name from the river which borders it on the south and southeast. The name of the river is a contraction of the Iroquois *Ohionio*, "beautiful river."

The limits of Ohio as they now stand were fixed by the enabling act of 1802 with the ex-

pedition to the south shore of Lake Erie on his expedition to the Mississippi Valley.

The French held possession of the territory as a trading ground until 1763, when at the close of the French and Indian War, the French claims were relinquished in favor of the English. In 1778 the country west of the Ohio and east of the Mississippi was taken from the British by George Rogers Clark at



STATE CAPITOL, COLUMBUS.

ception of the northern boundary west of Lake Erie, which was established at its present location in 1836. The territory which forms the state of Ohio was first explored by La Salle, a Frenchman. There are evidences that he discovered the Ohio River about 1670 and followed its course to the Louisville Rapids, but his first well-authenticated exploration was in August, 1679, when he sailed

the head of Virginia troops, and in the same year it was organized as a county of Virginia.

At the close of the Revolution this territory was ceded to the United States by the British, and during the period 1781 to 1786 Massachusetts, Connecticut, New York and Virginia ceded to the Federal Government their claims to these lands, based on their early charters. Connecticut, however, did not cede all her

western lands but kept over 3,500,000 acres—the Western Reserve—in what is now north-eastern Ohio, and Virginia retained rights of soil in a tract in the southwestern part of the state to be used as legal bounties for Virginia Continental troops. In 1880 Connecticut

mates 5,300,000. Since 1850 the population has increased about 15 per cent each decade

Although mining and agriculture are important, Ohio is largely a manufacturing state. With the amount paid in wages to industrial workers exceeding a half billion dollars annually, the value of the products thus produced aggregate over \$2,000,000,000; and from figures compiled by the Ohio Industrial Commission it is shown that there are now approximately 980,000 persons employed in the state, a large part of which are engaged in industrial activities.

In clay products Ohio easily leads all the other states, producing one-third of the stone and earthenware produced in the United States. The state produces annually 30,500,000 tons of coal. In 1913, the tonnage was 36,285,468. Only Pennsylvania outranks Ohio in production of iron and steel.

In addition to the millions of wealth produced from natural gas and oil, in which Ohio ranks third, and from the coal mines, Ohio quarries produce more stone, fire clay, limestone and cement-rock besides vast amounts of iron ore.

Over the beautiful stone sub-strata is spread a soil so fertile as to have tempted the farmer



HON. FRANK B. WILLIS,
Governor of Ohio.

transferred to the United States the jurisdiction over the Western Reserve.

The establishment, in 1787, of a territorial government for the region between the Ohio and the Mississippi, then known as the Northwest Territory, was followed by a large influx of pioneers from the older parts of the country. The first permanent settlement was made at Marietta in 1788 by a colony from Massachusetts. Later in the same year Losanville, now Cincinnati, was founded by a party from Lexington, Ky.

From a population of 230,760 in 1810, Ohio's population in just a century had increased to 4,762,121, and at the present time approxi-



FIRST STATE CAPITOL,
Zanesville, Ohio.

upon its earliest discovery, and thus has given Ohio, in logical sequence, a foremost position among agricultural states. Of the two great slopes, one shedding to the Lake, the other to the Ohio, the northern is better for grazing

and develops the dairy, while grain thrives easier on the southern slope.

Wheat, flourishing on the higher lands, finds its natural home in the southeastern and northwestern parts of the state, though the southwestern counties have been made to yield an enormous supply in proportion to their area.

The state has found ample inducements to cultivate sheep-growing, and for many years took the lead of all the states in that industry as in the manufacture of agricultural machinery.

Thus it is seen the industrial prominence of Ohio is due largely to its many natural re-

sources, among the most important of which are a fertile soil, extensive hardwood forests and abundant supplies of coal, natural gas and petroleum.

of interurban electric systems in the state has stimulated its manufactures and has added greatly to its facilities for local trade. Ohio is the fifth state in the Union in the mileage of steam railways and second in the mileage of electric railways.

Ohio is renowned for her good roads. In per cent of improved roads Ohio ranks third, only Rhode Island and Massachusetts having more improved roads in proportion to total mileage. In total of improved roads Ohio ranks second for although Rhode Island's proportion is slightly greater her total mileage is much less.



OHIO STATE PENITENTIARY, COLUMBUS.

sources, among the most important of which are a fertile soil, extensive hardwood forests and abundant supplies of coal, natural gas and petroleum.

Furthermore, the splendid advantages afforded for transportation by water as well as by rail cannot be overestimated. Lake Erie affords a direct outlet to the Atlantic seaboard and the western Great Lakes and the Sault Ste. Marie canal furnish a water route to the northwest states while the Ohio river which forms 436 miles of the southern boundary of the state and its tributary, the Muskingum river, furnish communication with Pennsylvania and the states of the Mississippi valley.

There are approximately ten thousand miles of main and branch lines of steam railroad within the borders of the state. The growth

A year ago there were 30,000 miles of improved roads in the state out of a total of 83,692 exclusive of municipalities. This sum has been considerably augmented since January, 1915, when the total records were last available.

Ohio's early industrial development was due in part to its excellent location since its manufactures received an impetus from the rapid settlement of the Mississippi valley, which opened a market for manufactured products in which the eastern states were unable to compete with success.

The growth of manufactures in the state has been substantial. In 1849 the total value of products for Ohio including the products of the neighborhood and hand industries amounted to \$62,692,279, while in 1909, exclu-

sive of the value of the products of the neighborhood and hand industries, it reached \$1,437,935,817, a figure about twenty-three times that of sixty years before. During the same period the population of the state increased 140.7 per cent and the gross value of products per capita of the total population of the state increased from \$32 to \$302. The state ranks

were utilized. The value added by manufacture was thus \$613,734,000 which figure represents the net wealth created by manufacturing operations during the year.

Much of the industrial growth in the city of Ohio has been due to the spirit of cooperation and civic pride. Community effort is exemplified in the Chamber of Commerce ha



HALF-MILE OF ROAD ON RUSHSYLVANIA PIKE BEFORE WORK WAS PERFORMED BY THE CHASE ECONOMY GRADER.

fifth among the states of the Union in gross value of manufactured products.

In 1909 Ohio had 15,138 manufacturing establishments which gave employment to an average of 523,004 persons during the year and paid out \$317,597,000 in salaries and wages. These establishments turned out products to the value of \$1,437,936,000, to produce which materials costing \$824,202,000

been largely responsible for this gratifying development. The business men of the various cities have come to realize that most of the larger interests of our lives are common interests, that we promote them only by working together.

Retailers need customers, lawyers need clients, doctors need patients, manufacturers need labor. Thriving, industrious citizens need

Friends, entertainment, churches, schools, libraries and means of contact with the outside world. This is another way of saying that we all need the cooperation of other human beings in order to promote our own welfare, and the Chamber of Commerce is the natural development of this cooperative principle.

As one of the most effective of such organi-

efforts based on cooperation. Traffic and transportation matters are cared for in the interests of Columbus shippers. Bulletins and publications are issued and extensively distributed, showing the varieties of products made and handled in that city as well as the other advantages of Columbus.

In other words the Columbus Chamber of



THE SAME HALF-MILE OF ROAD ON RUSHSYLVANIA PIKE AFTER WORK HAD BEEN DONE BY THE CHASE ECONOMY GRADER, WHICH ONLY REQUIRED THIRTY MINUTES.

zations, the Columbus Chamber of Commerce in the State's Capital city, stands as a model. Through its various departments industries are developed and brought to the city, increasing the investments and population with a resulting increase of pay rolls and business.

Trade and commerce are developed and extended by means of trade tours and similar

Commerce and similar organizations in the other cities of the state have become the organization of the thought and effort of the representative citizens for the betterment and progress of the community and are a decided and permanent factor in the commercial growth of the state and nation.



OHIO STATE UNIVERSITY, COLUMBUS.



ARMORY OHIO STATE UNIVERSITY, COLUMBUS.

Historical Sketch of the Order of United Commercial Travelers of America

The Order of United Commercial Travelers of America was founded in the year 1887 and chartered under the laws of the State of Ohio on January 16, 1888.

The man who first conceived the idea of a secret fraternity made up exclusively of commercial travelers, was Levi C. Pease, a native

In his travels, selling collars and cuffs out of Columbus, Ohio, Mr. Pease met a young man who had been but recently assigned to Ohio territory by a men's furnishings house in Chicago and was making his home in Columbus. This man was Charles Benton Flagg. Both Mr. Pease and Mr. Flagg were identified



SUPREME HEADQUARTERS, THE ORDER UNITED COMMERCIAL TRAVELERS OF AMERICA,

of Enfield, Conn., who, previous to his determination to found a new organization, made persistent efforts to get his idea adopted by some of the commercial travelers' organizations then already established. The plan, while entertained by the organizations, was not given recognition, much to the disappointment of Mr. Pease.

with the Ohio division of the old Traveler's Protective Association, and being thrown together frequently upon their business travels, they discussed the possibility of a secret organization of commercial travelers built upon the lines of the standard fraternal Orders.

At that time, however, neither Mr. Pease nor Mr. Flagg were familiar with the detailed

workings of secret Orders and they realized that if their plans were to come to anything, it would be necessary to interest some one who was not only a secret society man, but one possessing ability as a ritualist. A near neighbor of Mr. Flagg at that time was John C. Fenimore, who was known to be a commercial traveler well up in secret society affairs and was, moreover, a writer of marked ability. Mr. Pease was not personally acquainted with Mr. Fenimore but, at his suggestion, Mr. Flagg approached him, and so far succeeded in interesting him in the plan,

constitution and by-laws, which would embody his original plan of organization.

When this work had been completed, which was during the holiday season of 1887, a meeting of about a dozen of the best known commercial travelers of Columbus, Ohio, was called at a hotel. Besides Mr. Pease and Mr. Fenimore only five attended that meeting. The full purpose of the founders had not been explained to those invited to be present, but at that meeting the ground plan of the future Order of United Commercial Travelers of America was explained, and heartily approved of by every one present. Before they adjourned, each man put up his initiation fee and was enrolled as a member. At a later date, a second meeting was held, at which the constitution and by-laws were formally adopted.

It should be remembered that all of the men interested were actively engaged in road work, so that it was not until the 14th day of January, 1888, over a year after the first conference, that an application was made to the State of Ohio for a charter, the charter being granted under date of January 16, with the following incorporators: John C. Fenimore, L. C. Pease, Chas. B. Flagg, F. A. Sells, John Dickey, S. H. Strayer, W. B. Carpenter, and C. S. Ammel.

On January 25, 1888, the Supreme Council was organized with a total membership of eight; and a cash balance of \$60.00, divided as follows: Indemnity Fund, \$16; Indemnity Expense Fund, \$4; General Expense Fund, \$40.

The first officers of the Supreme Council were: Supreme Counselor, John C. Fenimore; Supreme Junior Counselor, John Dickey; Supreme Past Counselor, Levi C. Pease; Supreme Secretary, Chas. B. Flagg; Supreme Treasurer, Willis B. Carpenter; Supreme Conductor, C. S. Ammel; Supreme Page, F. A. Sells; Supreme Sentinel, S. H. Strayer; Supreme Executive Committee, John Dickey, S. H. Strayer, F. A. Sells, and L. C. Pease.

The Order had come into existence as an organization, but there yet remained many obstacles to be overcome in the way of getting it successfully launched. In the first place no organization of a similar character was then in existence and the promoters were put to the necessity of devising, at first hand, all blanks and forms required to carry on its bus-



THE FLAGG MEMORIAL IN GOODALE PARK, COLUMBUS, OHIO.

Erected to Our First Supreme Secretary.

that at a chance meeting of Mr. Pease and Mr. Fenimore on the train, the proposed organization was discussed between them, and before they had parted, it was agreed that Mr. Fenimore would draw up a list of officers, define their duties and draft a ritual. Mr. Pease, in the meantime, was to prepare a draft of a

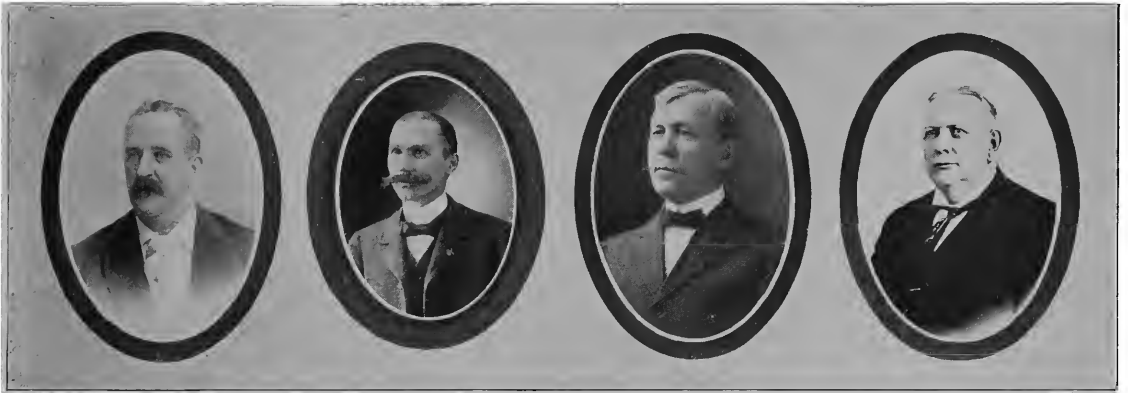
ness. The organization was without sufficient funds of its own and the incorporators were forced to pledge their individual credit to secure needed supplies.

Columbus Council No. 1, the first subordinate Council of the Order, was granted a charter direct from the Supreme Council on February 24, 1888, and all of the incorporators attached themselves to that Council. For an anxious period of some months, Columbus Council remained the only subordinate Council. Before the close of the year 1888, however, Council No. 2 was organized at Cincinnati, Ohio; Council No. 3 at Dayton, Ohio, and Council No. 5 at Cleveland. The first subordinate Council outside of the State of Ohio was Council No. 4 at Indianapolis, Ind. The

being fraternal, social, charitable, and beneficial, each being but a part of a great harmonious whole, blending and working together in one great system for the moral and material betterment of its members, and to give character and dignity to the profession they have espoused.

Its essential principle is self-government. In the first place its membership is entirely voluntary. The subordinate or local Council is the initial and necessary organization. It forms itself as to personnel, chooses its name and selects its own officers by ballot, every member having an equal voice in the selection.

The subordinate Councils grouped in a certain section, usually defined by State laws,



DECEASED INCORPORATORS OF OUR ORDER.

John C. Fenimore.

C. B. Flagg.

F. A. Sells.

Levi C. Pease.

second outside Council was Council No. 7 at Buffalo, N. Y.

Thus, some twenty-eight years ago, was started this Order which now has members to the number of practically 74,000 and a reserve fund, independent of current funds, amounting to substantially a half million dollars. Its Supreme domain embraces twenty-six States and four Canadian provinces. From one subordinate Council in 1888, it now has five hundred and sixty-five under the jurisdiction of twenty-eight Grand Councils, all working together in harmony, zeal and purpose for the advancement and uplift of the commercial traveler and the protection of his loved ones.

In plan and purpose the Order is composite,

form the Grand Council, its components being the chosen representatives of the several subordinate Councils. Its sessions are held annually at which are chosen by ballot, representatives to the Supreme Council, which, as its name indicates, is the highest authority and is the law-making body.

Representation in the Grand and Supreme Councils is based upon a fixed ratio of membership, so that a just and fair balance is maintained throughout the Order, insuring equal representation. The system is almost identical with that of the United States Government.

All our laws are made and administered by those chosen for that purpose, by members themselves, at fixed annual sessions. Thus

always retaining within themselves the power to make such changes in the laws and in their administration as they may desire or deem to be advisable.

The Supreme Council meets regularly once a year, at Columbus, Ohio.

It is constituted of delegates from every Grand Jurisdiction, which covers and includes every State in the American Union (except two small ones in the West) and the British Provinces of the Northwest.

Its deliberations are characterized by the most careful consideration of the needs and demands of every section, and of every member, from the Brother in the ranks to him who occupies its highest station—none are ignored nor neglected. The right of petition, of suggestion of new laws or changes in old ones, belongs to every member, and it is not only permitted, but is invited and welcomed by those who are empowered to vitalize them.

The policy of liberality has always obtained among its law makers in the matter of fixing insurance and other benefits to the members. The fact has always been recognized, that this is an absolutely mutual institution, and from time to time additional material benefits to the members have been incorporated in our laws.

It pays more than others for a death from accident. It pays more than others for the loss of both hands, both feet or both eyes, for practically the same amount of cost.

Contrast its Schedule of Benefits with that of other accident insurance associations, some of whom offer added insurance for death resulting from accidents received in a certain specific and critically prescribed manner, a moment's consideration of which will disclose the fact that there is involved only a very remote and minimum risk, and for this reason the provision is of little real value to the assured or the beneficiary.

Instead of having this or any similar illusory feature, and preserving the theory and plan upon which it operates for indemnifying the member for disability, it has fixed increased benefits for those who, by accident, are so maimed as to be more or less helpless and incapable of properly providing for themselves and those dependent upon them.

To illustrate this, take the case of a member who has been unfortunate enough to lose both hands. His earning capacity is not only

destroyed or greatly impaired, but he becomes actually a burden upon those who, therefore were the beneficiaries of his industry. In such case, the \$10,000.00 it pays will be a veritable God-send to him and them.

For the same reason it pays \$10,000.00 for the loss of both feet; for the loss of both eyes \$10,000.00, and for the loss of one hand and one foot, \$10,000.00.

For the loss of one foot and one eye, or the loss of one hand and one eye, it pays the sum of \$5,000.00. For the loss of one eye, or one foot, or one hand, it pays \$1,250.00.

For total disability it pays \$25.00 per week for the maximum period of one hundred and four weeks; for partial disability, \$12.50 per week for the maximum time of five weeks and for the death from accident we pay \$6,300 as heretofore.

This is altogether the most liberal Schedule of Benefits offered by any company or association in existence, and it could or would not be duplicated by any being operated for profit.

The plan and the operation of the Order being essentially and entirely mutual, indemnity to the fullest possible limit for the amount being paid by the member is furnished at actual cost.

COLUMBUS COUNCIL No. 1

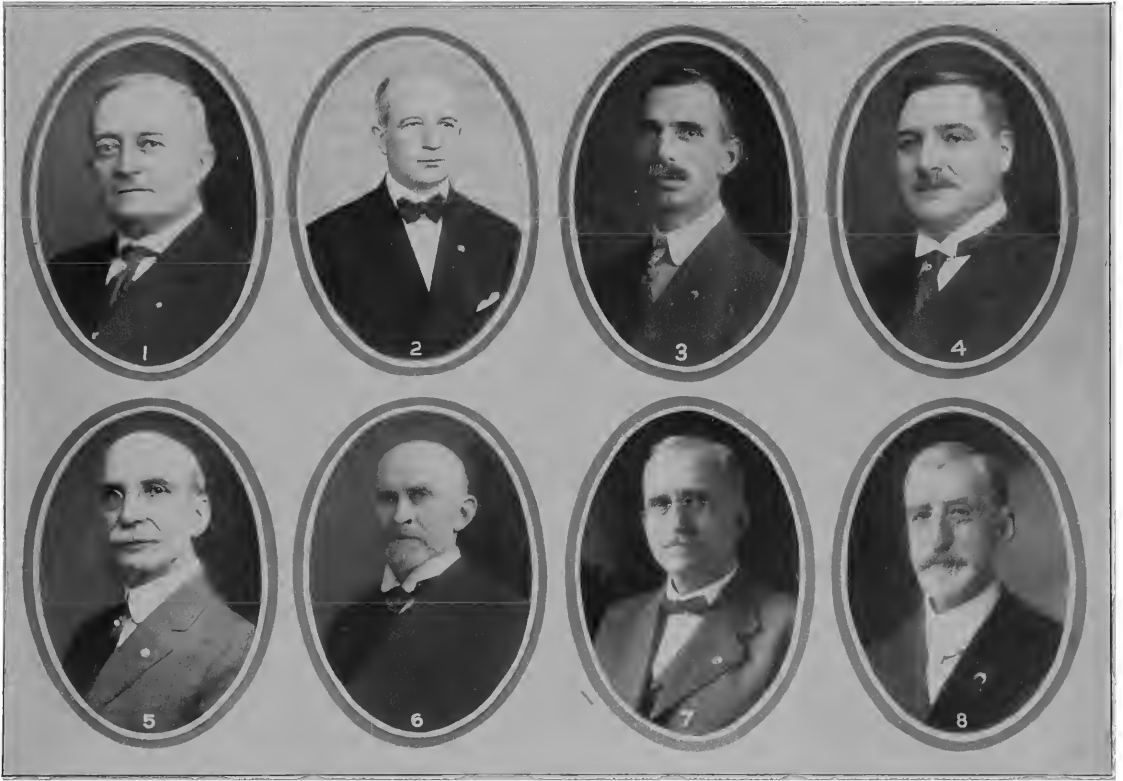
Columbus Council No. 1, the nester Council of the Order, was organized under a special dispensation issued direct from the Supreme Council, under date of March 17, 1888. A petition bearing the same date was presented by the eight supreme incorporators of the Order, all of whom were at the time serving as some officer of the Supreme Council, praying that they might be made members of Columbus Council No. 1. The records of Columbus Council do not reckon the incorporators of the Order as charter members of Columbus Council, although they were such in fact.

Previous to the issuance of this special dispensation, February 25, to be exact, an informal gathering of commercial travelers of Columbus was held in the place designated as the committee room of the Neil House, where forty-one eligible men signified their desire to become members of the new Council. This meeting was presided over by John C. Fent-

nore, one of the founders of the Order, and he author of our ritual, and who, at that period, was serving his first term as the first Supreme Counselor of the Order. After explaining the objects of the Order to those present, the records state that he administered the obligation to them and communicated to them the secret work. The Council then proceeded to the election of its first officers, as follows: Senior Counselor, C. L. Young; Junior Counselor, Jno. E. Mercer;

Dr. D. N. Kinsman was selected as the first Council surgeon.

This organization and the formal enrollment of the first forty-one members, was duly confirmed at the first meeting held under the dispensation. At this same meeting of March 17, forty-eight more members were duly enrolled, a number of them coming from Dayton, Cincinnati and Cleveland. Another meeting was held on March 24 and nine more eligibles from Columbus, Coshocton, Wilming-



ACTIVE SUPREME OFFICERS AT THE SUPREME HEADQUARTERS, COLUMBUS, OHIO.

- 1) Walter D. Murphy, Secretary; (2) Frank S. Ganiard, Supreme Counselor; (3) W. L. Whitacre, Treasurer; (4) Manly J. Hemmens, Auditor; (5) J. C. Nesbitt, Executive Committee; (6) D. P. McCarthy, Executive Committee; (7) W. E. Ford, Executive Committee; (8) J. M. Moore, Chaplain.

Past Counselor, Jas. C. Nesbitt; Secretary, J. R. Rickoff; Treasurer, Jno. L. Coleman; Conductor, Wm. S. Darrah; Page, E. L. Harris; Sentinel, Jno. L. Culbertson.

Members of the Executive Committee: J. Pierce Flowers, Harry B. Fean, Jos. A. Sanders, Sr., Geo. W. Ramsey.

ton and Springfield were made members. On April 14 the last charter meeting was held and ten new members enrolled from Columbus, Boston, Mass.; Urbana, and Mansfield, Ohio. From those initiated from outside cities speedily came the organization of Councils in those cities.

The first public appearance of the United Commercial Travelers as an organization was on April 30, 1888, in celebration of Commercial Travelers' Day at the Ohio Centennial. A feature of the day was a parade of leading business men from Broad and High streets to the State fairgrounds. The Order of United Commercial Travelers held a prominent place in the line of that parade.

From an organization of a few more than one hundred at that time, Columbus Council has, today, grown to be a body of approximately 1,200 members and among its members are commercial travelers making headquarters in every state in the Union and in a number of foreign countries.

The present officers of the council are: Senior Counselor, Gale E. Shaw; Junior Counselor, Albert Ross; Past Counselor, Wm. P. Schrock; Secretary-Treasurer, Arthur E. Paul; Conductor, Geo. W. Isennagle; Page, Frank T. Highland; Sentinel, O. S. Feeley.

Executive Committee: Otto Nusbaum, Fred R. Miller, A. L. Peck, J. E. Cottrell.

Brother Otto Nusbaum is the only charter member of the Council still serving in any official capacity.

CINCINNATI COUNCIL No. 2, CINCINNATI

Meets first Saturday of each month in Wildey Hall, Odd Fellows' Temple, Seventh and Elm streets.

On March 26, 1888, Bros. Thomas D. Armel, W. A. Johnson, A. C. Merryweather, F. H. Bruns, J. E. Mulbarger, Thomas H. Stayton, L. Achor, and J. H. Hart journeyed to Columbus, Ohio, and were inducted into the mysteries of U. C. T. On their return they at once set to work procuring charter members for a Council to be organized in Cincinnati, and on May 5, 1888, Cincinnati Council No. 2 was instituted with a charter list of thirty-one.

Bro. W. A. Johnson was elected Council's first Senior Counselor and Bro. Louis Wirth, Secretary. Twenty-seven Senior Counselors have followed Bro. Johnson, who was later honored by election to the office of Grand Counselor, then Supreme Counselor. Since organization one hundred and twenty-nine of our beloved members have been summoned to the Supreme Council above, and among that number were eleven of our original thirty-one.

From our midst have sprung Buckeye, Covington, Queen City and Rally Councils, thus enabling sojourning U. C. T.'s to visit each Saturday of the month. Council No. 2 has had the honor of supplying six Grand Counselors for the Ohio Jurisdiction.

The present efficient officers are: S. C. Bro. Morris Rosenthal; J. C., J. E. Dowling; P. C., J. M. Ferguson; Secretary-Treasurer, Louis Wirth; Conductor, J. M. Culver; Page, Alex W. Bradford; Sentinel, W. A. Metzger; Executive Committee, George E. Kere, C. F. Weckel, E. U. Reinhart, and Robert B. Todd; Entertainment Committee, Arthur Stollmaier, Sam Joseph, Louis F. Giebel, Morris Rosenthal and Louis Wirth.

ROYAL COUNCIL No. 270, GREENVILLE, OHIO

A few months previous to July 23, 1904, Grand Secretary R. F. Somerville made two visits to Greenville, Ohio, knowing it would be a good field in which to install a new Council. He called on the writer who moved from Dayton, Ohio, about nineteen years ago, knowing I, at that time, was a member of Gem City No. 3 at Dayton. He asked me if I would not assist him in interesting the traveling men of Greenville in organizing a Council of the United Commercial Travelers of America, and I told him I would do every thing in my power to that end, and we immediately got busy.

In a short time we had secured the names of the following eleven men: William F. Baker, W. A. Hopkins, Geo. H. McClure, J. A. Martin, D. A. Trump, Philonzo Hunt, B. F. Berkheimer, B. M. McCabe, J. A. McFarland, John H. Wigger, and E. R. Fouts.

The Council was instituted July 23, 1904, in the G. A. R. Hall, where we met for a few times, and then leased the K. of P. Hall, where we met for ten years. One year ago we moved our quarters to the Odd Fellows' new hall, where we were offered better accommodations for our steady growing Council.

At the present time we have eighty-one members in good standing. The charter members who have been called to their last reward are the first two who signed the charter, Brothers W. F. Baker and W. A. Hopkins. Some have removed from our city. Of the eleven charter members, five are still actively identified with the Council.

Brothers Trump, Berkheimer, McCabe, McFarland, and Fouts.

Since organizing our Council, seven of our members have died. We have had one acci-

The mutual benefit has made itself manifest at many times to members and their families, who have needed the sympathy and support of the Council.



OFFICERS GRAND COUNCIL OF OHIO, 1916 SESSION.

- (1) E. G. Witmer, Akron, O.; (2) Ed. G. Geering, Cleveland, O.; (3) Louis Wirth, Cincinnati, O.; (4) Channing E. Jones, Columbus, O.; (5) Curt Moore, Mansfield, O.; (6) R. F. Somerville, Dayton, O.; (7) J. C. Nesbitt, Columbus, O.; (8) W. S. Trace, Zanesville, O.; (9) W. E. Booth, Lima, O.; (10) Robert Arnott, Cleveland, O.; (11) F. E. Sidnell, Norwalk, O.

dental death, Brother E. D. Huddle was drowned during the great flood of 1913.

The brotherly feeling in Royal Council has always been of the very best, and never have we had any dissension among the members.

We have made a steady and substantial increase in our membership, and the most sanguine hopes of the charter members have been far exceeded, for we thought if we were ever able to reach a membership of fifty, that would

be the limit, but we now have a membership of eighty-one, and still we shall reach out for more.

SALIENT FEATURES OF THE BAGMEN



The Ancient Mystic Order of Bagmen of Bagdad is founded upon the tradition of the oldest commercial travelers known. The Bagmen of Bagdad, who builded for themselves the walled city of Bagdad about 1000 B. C., called it, in their language, the dwelling of peace and became extensive factors in leather, copper, spices, precious oils and in silk and woolen fabrics. They were the first of the Oriental people to take up seriously the pursuits of peace and esteem them as highly as the spoils of war. They were also among the first to embrace the teachings of the great philosopher and sage, Zoroaster, held to be the purest creed of any Oriental teacher.

With a ritual built upon these teachings and ideals, the Order, as we know it today, was founded in Cincinnati in 1892, and while the growth up to this time has not been large, it has been steady. There are now about twenty-five subordinate Guilds, all reporting to the Imperial Guild at Cincinnati.

Guilds can be maintained only at central points where material for membership (Councils and members of the Order of United Commercial Travelers) is available in reasonably large numbers. One of the principal purposes of the Order of Bagmen is to bring members of the different Councils of the U. C. T. together in more general and frequent intercourse, and a closer, more fraternal and more intimate relationship.

Bagmen believe and teach that no man lives unto himself alone and that we are de-

pendent for our greatest and best happiness upon the good will and helpful kindness of our fellows. If a soft answer turneth away wrath, how much more effective will be a kind act in the general scheme of human intercourse. If friendship and love have no place in life, then how barren and useless is the labor of living.

If the doing of a kind act for the benefit of another brings no pleasure, no consolation to the doer, then indeed is all creation a blunder, all civilization a crime. By good words and good deeds the Ancient Mystic Order of



A REAL BAGMAN.

Bagmen seeks to bind men together for mutual happiness, that they may assist each other over rough places in life's journey.

Bagmen believe and teach that this is man's true mission; that sordid selfishness is a perversion of the innate good in his nature, and a misdirection of the intelligence and power

which the Creator has given him for better uses and purposes.

Bagmen believe that purity and truth have their rewards, and falsehood and depravity their punishments.

Bagmen believe in that fraternity which cultivates good morals and good principles

and incidents—not wholly of a serious character—all of which are intended to, and do leave lasting impressions for good upon the minds of all.

It is essentially and exclusively a traveling man's organization, as no man can become or remain a Bagman who is not a member in



CLUB HOUSE, COLUMBUS COUNCIL NO. 1, UNITED COMMERCIAL TRAVELERS OF AMERICA,
24 WEST GOODALE STREET, COLUMBUS, OHIO.

which shows respect and regard for the rights of others; which gives with unaffected simplicity and loves without false pretense.

These are the tenets of the Order of Bagmen, and upon these and Bagmen fidelity to them is based their claim to the world's respect. The ceremonial work of the Order is made up of instructive and entertaining lec-

good standing of the great Order of United Commercial Travelers of America. It is entirely social and fraternal in its plan and practices. No monetary benefits accrue to its members, nor can they be assessed for any purpose whatever without their free and voluntary consent. It is absolutely mutual in its benefits and its burdens.

BUCKEYE COUNCIL No. 75, U. C. T. Cincinnati, Ohio

After several preliminary meetings Buckeye Council No. 75, U. C. T., was instituted April 20, 1895, at I. O. O. F. Temple, Fourth and Home streets, by Grand Counselor Judah H. Hart, assisted by Brothers L. E. Wertheimer, Past Counselor; Edgar Curl, Junior Counselor; Henry Metzger, Sentinel; L. F. Giebel, Conductor; Lafayette Achor, Page; Louis Wirth, Secretary.

Petitioners for charter were: Chas. D. Hart, O. L. Graeser, S. H. Whitaker, C. A. Stark, T. C. Woods, J. D. Hollister, J. S. Easton, J. A. Armstrong, David Diebold, E. W. Gobrecht, Charles Goodman, F. W. Hill, E. W. Shahan, M. A. Levy, W. C. Bidlack, S. D. Levy, A. M. Plaut, E. H. Siefke, G. C. Siefke, L. A. Seinsheimer, F. T. Hayman, J. H. Schroeder, S. A. Bowman, W. H. Roninger, E. B. Kehoe, Herbert Levi, S. M. Stewart, Jos. A. Wempe, A. A. Taylor.

The names appearing on the charter are: Chas. D. Hart, F. W. Hill, S. D. Levy, O. L. Graeser, E. W. Shahan, J. A. Armstrong, S. A. Bowman, Herbert Levi, W. H. Roninger, S. M. Stewart, E. B. Kehoe, A. A. Taylor, Jos. A. Wempe, C. A. Stark, Lafayette Achor, David Diebold, E. W. Gobrecht.

The following persons were initiated at this meeting: Jas. A. Armstrong, S. A. Bowman, Herbert Levi, A. A. Taylor, S. M. Stewart, Jos. A. Wempe, W. H. Roninger.

Admitted by card: Chas. D. Hart, O. L. Graeser, S. D. Levy, E. W. Shahan, E. W. Hill.

The first officers elected were: Senior Counselor, Chas. D. Hart; Junior Counselor, Lafayette Achor; Secretary, O. L. Graeser; Treasurer, E. H. Siefke; Conductor, S. A. Bowman; Page, S. D. Levy; Sentinel, C. A. Stark.

Executive Committee two years, J. A. Armstrong and A. A. Taylor; one year, Herbert Levi and W. H. Roninger.

Grand Counselor Judah H. Hart appointed to the position of Past Counselor, F. W. Hill. At this meeting it was decided to hold the regular meetings of the Council on the third Saturday of each month at I. O. O. F. Temple, Fourth and Home streets.

On the second meeting, held May 20, 1895, Mr. E. H. Siefke, Treasurer-elect, having failed to qualify, Jacob C. Levi was elected Treasurer for one year.

At this meeting ten candidates were initiated.

From the date of institution the Council has enjoyed a wonderful degree of prosperity. It has received by initiations and deposit of card over four hundred members.

RALLY COUNCIL No. 375 Cincinnati, Ohio

On Saturday evening, May 11, 1907, the youngest of the four councils in Cincinnati was instituted, and as "Rally Council No. 375" sometimes called the "Brokers' Council," is known throughout the Order.

At the very beginning, when it became properly an organization and so was left free to act for itself, there were additions to its circle.

It would serve no purpose to say that this Council has been any different in its growth and development from many others, made up as it is of those for the most part away from home.

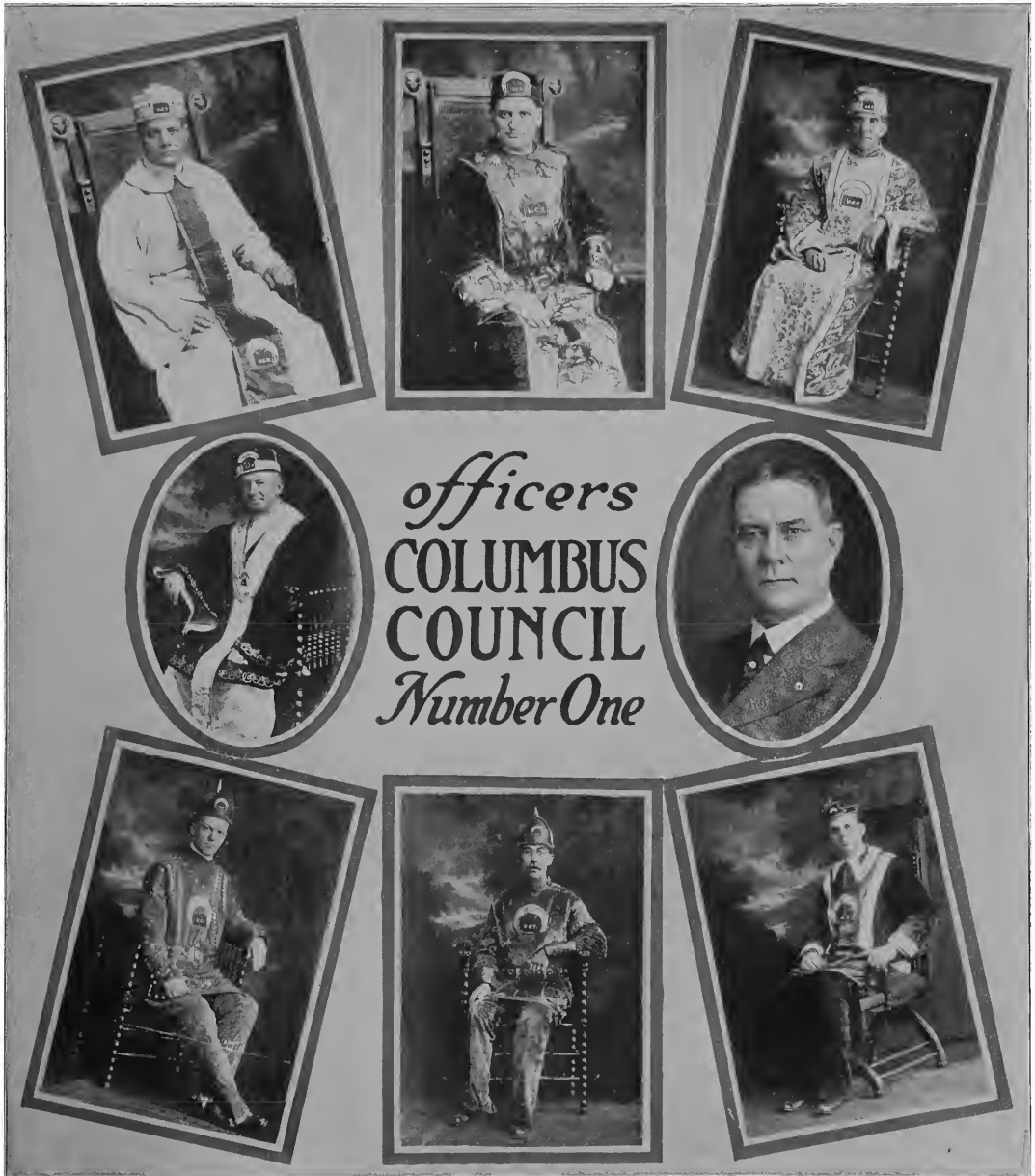
"Rally" has grown, however, right along in a good healthy way and without reproach to the Order. At this day its members are a fine body of men worthy in every way of the confidence of their fellows in and out of the Order. "Rally's" increase is about one hundred per cent over that of its early organization.

QUEEN CITY COUNCIL No. 145 Cincinnati, Ohio

Queen City Council No. 145 was instituted March 25, 1899, under the name of Trio Council No. 145. The name was chosen from the fact that the Council was the third one formed in Cincinnati. Before long, however, the name was changed to Queen City Council No. 145 (Cincinnati being referred to as the "Queen City of the West").

The Council was instituted by Past Supreme Counselor Brother W. A. Johnson, as Senior Counselor, assisted by Brother C. D. Austin, Junior Counselor; Brother L. E. Wertheimer, Past Counselor; Brother Louis Wirth, Secretary; Brother Louis P. Gieble, Conductor; Brother James Kelly, Page, and Brother Henry Metzger, Sentinel.

The following officers were elected to serve the first year: Brother R. E. Slater, Senior Counselor; Brother E. W. Donham, Past Counselor; Brother W. B. Wagoner, Junior Counselor; Brother Guy V. Lewis, Secretary.



Major Counselor Gale E. Shaw, Junior Counselor Albert Ross, Past Counselor W. P. Schrock, Secretary-Treasurer A. E. Paul, Conductor Geo. W. Isennagle, Page F. T. Highland, Sentinel O. S. Feeley.

Treasurer; Brother Geo. W. Bickett, Conductor; Brother F. H. Rhode, Page, and Brother F. W. Mahan, Sentinel. Brothers W. H. Ogborn, H. B. Perlee, John A. Keller and Geo. H. Taylor, Jr., formed the first Executive Committee.

The above named officers and committeemen, together with the Brothers named below, constituted the charter membership: N. J. Chamberlin, J. C. McReynolds, H. R. Baum, S. W. Mannheim, and T. H. Whipple.

At that first meeting No. 145 enjoyed the presence of our first Supreme Secretary, Brother Charles B. Flagg, and Past Grand Counselors Brothers J. H. Hart and Frank W. Hill.

For seventeen years the Council's record has been making, and its many, many loyal officers (good men and true) have moulded a past which we can never tire of reviewing.

Through the ranks these Past Senior Counselors have traveled and now, as "Old Guard" they stand always ready to aid in guiding the destiny of their Council. Brother Geo. W. Bickett, Brother A. Caspary, Brother H. E. Germann, Brother A. G. Beck, Brother W. H. Peters, Brother A. B. Lewis, Brother C. R. Shuesler, Brother A. J. Riess, and Brother E. F. Keidel.

For ten years (from 1903 to 1913) Brother John Bradley carried the accounts and finances of the Council as Secretary-Treasurer and, as the linking unit, joined the moving factors into harmony and order, without straining in the least the ties of good fellowship.

The present roll of officers have shouldered their muskets and are planning the forward march. Brother L. R. Wilson is Senior Counselor; Brother Herbert Happersberger, Past Counselor; Brother E. W. Robisch, Junior Counselor; Brother R. D. Ferree, Secretary-Treasurer; Brother C. R. Franz, Conductor; Brother W. E. Scheibla, Page, and Brother C. J. Krehbiel, Jr., Sentinel.

The Executive Committeemen are Brothers J. H. Moss, A. B. Lewis, B. M. Boyd, and H. J. Hodde; all are Past Senior Counselors (Brother Lewis has been through the chairs) and their titles have been earned by long and faithful service.

The meetings of Queen City Council are held on the fourth Saturday evening of each month, in Wildey Hall, Odd Fellows Temple, Cincinnati, Ohio.

FOREST CITY COUNCIL No. 5, CLEVELAND.

As its number indicates, Forest City Council was one of the vanguard of the pioneer Councils, and from its ranks have come several members who have been instrumental in the building up and in the history-making of this greatest of all organizations of its kind in the world. The Council was instituted with the following as charter members in Cleveland on December 29, 1888:

Horace H. Cady, Albert W. Hammer, Rill U. Hull, John H. Fife, Charles T. Butts, M. Loeb, John M. McKinstry, Edw. W. Hull, Clark T. Hasbrouck, W. Carroll Lawrence and E. A. Griffhorne.

Of the above, all have gone on the long journey except A. W. Hammer, Edw. W. Hull and John H. Fife. A. W. Hammer, certificate No. 192, still retains his membership and interest in Council affairs.

R. U. Hull, certificate No. 238, served as Grand Committee of Ohio, and in later years was elected Supreme Treasurer of the Order, holding the latter position at the time of his death, April 25, 1913.

Frank S. Chandler, certificate No. 61, served as Grand Committee of Ohio, and at the time of his death, November 11, 1915, was a member of the Grand Council, and was always one of the Representatives to the Supreme Council. C. A. Nesbitt, certificate No. 3896, served the Council efficiently and honorably for a long term of years as its Secretary-Treasurer.

EUCLID COUNCIL No. 421, CLEVELAND

The organization of Euclid Council No. 421 represents almost wholly the untiring effort of Brother F. S. Chandler (deceased), the first Grand Counselor of Ohio, to whose heart the Order was most dear. In life Brother Chandler was known and in death is revered as the father of Euclid Council.

What it meant to bring Euclid Council into existence will never be forgotten by the writer, for, headed by Brother Chandler, together with Grand Secretary Somerville and Brother J. Pinney (deceased), we tramped the streets of the Sixth City the day before its organization, picking up an application here and there un-

veelve had been secured, which applicants, together with two members acquired by transfer, made up the list of charter members.

The following day, then April 18, 1908, marked the organization of this Council, the work taking place in the hall of her sister council, Forest City No. 5, on Huron Road, at the heart of the city. For a time Euclid Council continued to meet in this hall, during which time Forest City No. 5 displayed their brotherly feeling by granting the young Council the use of its paraphernalia, but after a short time it was deemed more conducive to increased membership to locate somewhere in the east end of the city.

Consequently quarters were engaged on busy

As to the growth of No. 121, while it cannot be said that it represents anything phenomenal, yet in soliciting her membership she has always bore in mind that while we strive for numerical strength yet we much more desire the sterling qualities of true manhood and she numbers among her membership some of the Sixth City's best representative business men.

As to the future of Euclid Council it is safe to state that in a city populated by so many men who are eligible to membership, backed by the hearty co-operation of her members, she will continue to grow and that the day is not far distant when she will be recognized as one of the strong Councils in the Ohio jurisdiction.

S. E. Meyer, Sec'y.



EXECUTIVE COMMITTEE, COLUMBUS COUNCIL NO. 1, U. C. T.
A. L. Peck. Otto Nusbaum. F. R. Miller. J. E. Cottrell.

Euclid avenue in the east end of the city, where meetings were held for several years. Two lights of dark, dingy stairs and an uninviting hall, however, did not offer much in the way of an incentive to proper interest in the welfare of the Council, so another move appeared to be a wise step. The present quarters of the Council on East 59th street, near Euclid avenue, were then secured and the first meeting was held there on March 29, 1913.

The new hall, with its elegant appointments, which, for the work of the Council and for social purposes, could hardly be improved on, seemed to put new life into the young Council and a steady increase in its membership resulted.

GEM CITY COUNCIL No. 3, DAYTON.

In response to an invitation extended by Columbus No. 1 to the commercial travelers throughout the state, a number of representatives from Cincinnati, Cleveland, Dayton, and other cities were present on Saturday and were duly initiated into the mysteries of the U. C. T.

Brothers John L. Whitaker and W. D. Freeman were the only ones present from Dayton.

Brother Whitaker's certificate number was 75 and Brother Freeman's number was 76.

The two Brothers named above were so enthused over what they had seen and heard that they immediately became busy on their return home and within a very short time had secured

more than the required number of signatures for an application for a charter for a subordinate council to be located in Dayton.

The Cincinnati boys had also been busy and a joint meeting of the Cincinnati and Dayton boys was called. The meeting was held in Cincinnati on Saturday, May 5, 1888, at which time both Councils were instituted by the Supreme Council officers, assisted by members of Columbus No. 1.

Straws were drawn to decide which Council should be No. 2 and as the Cincinnati boys furnished the straws, they won out.

The charter members of Gem City Council No. 3 were as follows: W. C. Kershner, C. A. Rall, J. A. Smith, S. E. Blackburn, R. F. Somerville, W. S. Arndt, W. D. Freeman, R. J. Bates, J. S. Beach, A. J. Dowd, Franklin Ellis, Chas. A. Houk, and John C. Whitaker.

The first list of officers were: Senior Counselor, R. F. Somerville; Junior Counselor, J. S. Beach; Past Counselor, John C. Whitaker; Secretary, W. D. Freeman; Treasurer, W. C. Kershner; Conductor, Chas. A. Houk; Page, S. E. Blackburn; Sentinel, W. S. Arndt. Executive Committee, two years, J. A. Smith and A. J. Dowd; one year, Chas. A. Rall and R. J. Bates.

Brothers Bates, Beach, Dowd, Ellis, and Whitaker have passed on before, while the other eight charter members are still in the harness.

Two of the charter members of Gem City became Supreme Counselors, two became Grand Counselors and one has held the office of Grand Secretary since its organization in 1889.

Gem City Council has been third highest in membership ever since its organization, the membership being at this time, five hundred and thirty.

At the March, 1916, session a splendid corps of officers were elected and their slogan is, seven hundred members on or before March 31, 1917.

The following is the list of officers for the ensuing year: Senior Counselor, Geo. E. Kohr; Junior Counselor, J. E. Meyer; Past Counselor, L. B. Prugh; Secretary-Treasurer, Frank E. Rouzer; Conductor, Oscar Jaeger; Page, J. R. Staley; Sentinel, A. R. L. Shaw. Executive Committee, two years, F. S. Aull and Homer Henderson; one year, W. Guy Clippinger and J. F. Dwyer.

HAMILTON COUNCIL No. 224

Hamilton, Ohio

Hamilton Council No. 224 was organized at Hamilton, Ohio, February 7, 1903, visiting officers from Gem City Council No. 3 and Cincinnati Council No. 2 occupying the chairs.

There were eleven charter members and nine members from sister Councils were admitted by transfer cards.

Since the organization of the Council approximately \$9,000 has been paid in claims.

Hamilton Council No. 224 holds its regular meeting the third Saturday night of each month in the K. of P. Hall on North Second street, and its present membership number fifty. The present officers are as follows:

Senior Counselor, Albert Bess; Junior Counselor, J. J. Armbrust; Past Counselor, George E. Webster; Secretary-Treasurer, O. DeNeen; Conductor, M. V. Schneider; Page, L. F. Utz; Sentinel, E. P. Utz.

CHAMPION CITY COUNCIL No. 23

Springfield, Ohio

This Council was organized at Springfield, Ohio, September 15, 1891, with the following charter members: James Harrison, John Johnston, Chas. M. Billow, Chas. E. Johnston, J. O. Marsh, Jr., Chas. F. Tobey, H. C. McCutchson, W. A. Lawrence, August Stelzer, J. C. Thieman, A. R. Kloeb, J. G. Hoefflich, H. M. Geiger, G. A. Snyder, T. J. O'Connor, D. H. Ackerson, F. P. Torrence, A. M. Long, F. E. Vansickle, A. W. Warner, and O. M. Snyder.

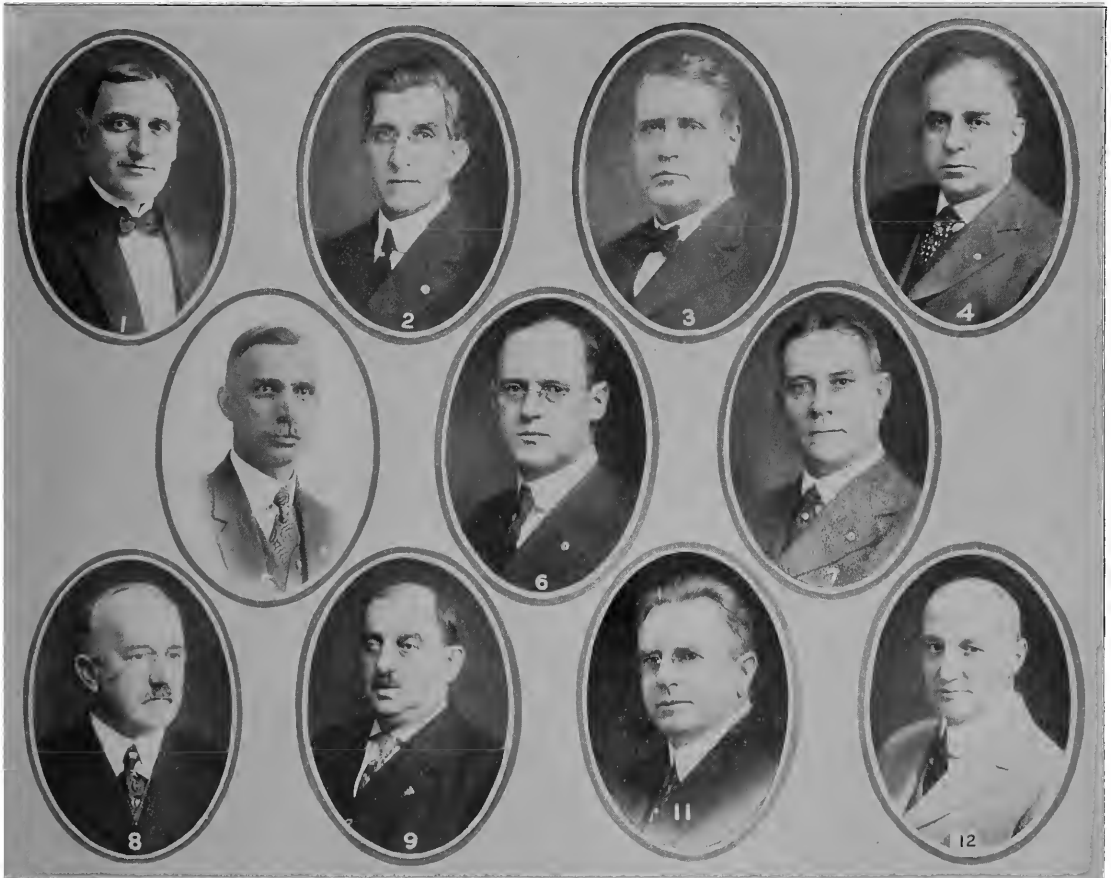
The following Brothers were selected as officers of the Council: Senior Commander, James Harrison; Junior Commander, J. D. Marsh; Junior Past Commander, F. P. Torrence; Secretary, C. M. Billow; Treasurer, C. E. Johnston; Page, J. C. McCutchson; Sentinel, W. A. Lawrence.

In 1893 we had the honor of entertaining the Grand Council and again in 1909. In 1902 Brother C. M. Billow was elected Grand Counselor, which office he filled with credit to the Order as well as to himself. We had also the pleasure of electing Brother J. D. Marsh, Jr., a member of the Grand Executive Committee which office he held for six years. Thus we have marched forward until today we are recognized as one of the leading organizations of

ur city, having a membership of ten hundred and forty-five, together with quite a large brotherhood and a uniform degree staff second to none in the state. The present officers of the Council are: Senior Counselor, L. H. Murray; Junior Counselor, I. W. Sharp; Past Counselor, J. E. Morth; Secretary-Treasurer, V. A. Lawrence; Conductor, B. F. Downey; Page, Geo. A. Brown; Sentinel, C. E. Schaefer; Chaplain, William Argabright; Executive Committee, J. H. Fryberger, O. M. Snyder, A. L. Gelsenliter, Joseph Morey; Surgeon, Dr. Harry Miller.

The Council publishes a monthly edition called the "Champion City News," edited by Brother J. E. Morth, a copy of which is mailed to each member once a month and is received

with a great deal of interest. We meet regularly the third Saturday of each month in the I. O. O. F. building, where the latch string is always out to visitors. We also hold a social meeting once a month for the members and their families, at which time refreshments are served and dancing and cards are indulged in. I might continue to enumerate a great many other features, but in closing, may our Council, like "Tennyson's Brook, go on and on forever," always practicing charity, the chiefest of our tenets. "Remembering, when thou doest charity, let not thy left hand know what thy right hand doeth." Ever seeking to elevate man and imbue him with a proper conception of his capabilities for good.



GENERAL COMMITTEE, GRAND COUNCIL ENTERTAINMENT, COLUMBUS, OHIO, 1916.

- (1) Gale E. Shaw, (2) Albert Ross, (3) H. N. Gillespie, (4) W. R. Swan, (5) W. L. Whitacre, (6) J. G. W. Slemmons, (7) A. E. Paul, (8) J. W. Walters, (9) Otto Nusbaum, (11) T. Edgar Harvey, (12) Chas. G. Lender.

AKRON COUNCIL No. 87**Akron, Ohio**

This Council was instituted February 15, 1896, with the following charter members: Geo. C. Sizer, Jno. M. Doran, Frank Labbe, James H. Weld, Fred A. Watkins, Julius Barth, A. G. Barnes, Arthur D. Logan, Frank F. Pillmore, William F. Pfeiffer, John V. Schwartz, H. B. Wilson, R. M. Pillmore, R. R. Robinson, I. Reder, J. F. Argersinger, C. G. Wilson, and C. E. Osterstock.

From this small body of "good men and true" Akron Council has grown to a membership of three hundred and twenty. Two of our charter members have been called to the Eternal City. During the past twenty years we have initiated four hundred and seventy-four recruits and accepted twenty-four transfers, making a total of four hundred and ninety-eight, from which we suspended one hundred and twenty-four, withdrawals granted, eight; transfers granted, eighteen; deceased, twenty-eight; total, one hundred and seventy-eight.

The Ladies Auxiliary of Akron Council was organized in 1903 and today has a membership of forty-five. The object of the Auxiliary is to promote friendly and social relations between families of the Order, to give all moral and material aid to its members and those dependent upon them. During the winter months socials are given every second and fourth Saturday for the purpose of promoting that good fraternal feeling that should exist in every Order.

At their hands Akron Council was presented with a beautiful banner in 1906 and "Old Glory" was presented in 1913. They are fully equipped with enough table linen, dishes and silverware to serve one hundred and fifty guests. Credit is also due them for the interest in every line of helpful work which has prompted many material gifts to charitable and other worthy organizations in our city.

In the fall of 1914 Akron Council, by a unanimous vote, decided to lease the third floor of the Motz building, No. 46 South Howard street, for a U. C. T. hall. The same was remodeled, decorated, and very conveniently arranged for Akron Council and Ladies Auxiliary, giving us an elegant lodge room, with new polished floor, three ante rooms, ladies' parlor, kitchen and lavatories. The furniture

equipment is of mission oak throughout, with altar and pedestals in natural oak, making very pleasing combination. The lodge room is also provided with a piano and Victrola to furnish entertainment at the socials. Regular meeting every third Saturday of each month.

MANSFIELD COUNCIL No. 13**Mansfield, Ohio**

Mansfield Council No. 13 was organized in the city in Ohio which gave it its name in April, 1890, and a charter was granted by Grand Counselor C. L. Young on May 31, 1890. For a year or so previous to this time there had existed a local organization of commercial men in Mansfield, its scope being purely social. Recognizing that the United Commercial Travelers presented a new idea—that of combining social and protective features—this local organization went over in its entirety to the new Council, the result being a membership of twenty-seven.

From this small beginning has grown an organization of two hundred and twenty-five members, which is today regarded by the supreme officers and the fraternity in general as the peer of any Council of the Order in the personnel of its members, its earnestness and enthusiasm, the excellent quality of its ritualistic work, and the high place it occupies in the regard of the community in which it is located.

Like most similar organizations, it has suffered its ups and downs, and for a while it looked as though the prediction of some superstitious pessimists, that under the direful and mysterious influence of the cabalistic "13," nothing but disaster to the organization would result. The new officers did not seem to have a proper conception of their duties and requirements; many of them did not attend the Council's meetings with any degree of regularity. None of the ritualistic work was committed to memory by the officers. The initiatory work was put on in such a slipshod manner that the initiation of a candidate when, after long intervals one was secured, was an absolute farce.

The introduction of the Widows and Orphans feature caused bitter discussions, some members stigmatizing it as "Utopian"; others

that it would create a surplus which would make the Order out of proportion and top heavy. The result was the withdrawal of many members for this and other reasons, so that the membership dropped considerably below its original twenty-seven.

At this juncture, when the Council seemed surely headed for the "rocks," the application of Brother W. E. Ford, now a member of the Supreme Executive Committee, was secured,

Council became a red-blooded organization, and its upward progress has become steady and sure.

So the fateful "13," far from being a hoodoo, has been a harbinger of good luck and success. Many of us will recall that it was on the 13th of the month at Lima, Ohio, that our illustrious "Billy" Ford, at that time the thirteenth living Grand Counselor of Ohio, made the speech that brought the Grand Council



THE OFFICIAL BOARD OF THE WOMEN'S CLUB, UNITED COMMERCIAL TRAVELERS OF AMERICA.

Top row, left to right—Mrs. J. W. Blue, Mrs. M. J. Hemmens, Mrs. P. L. McCarty, Mrs. C. E. Barker, Mrs. W. L. Whitacre, Mrs. J. S. Didway, Mrs. J. E. Cottrell.

Bottom row—Mrs. H. W. Golliday, Mrs. G. W. Shirk, Mrs. C. B. Flagg, Mrs. G. W. Landis, Mrs. J. W. Walters, Mrs. C. H. Sutphen.

although, as some of the boys afterward said, "it seemed a shame to take his money," and he was initiated in the usual "happy-go-lucky" manner. Brother Ford at once diagnosed the ailment of the Council and, with the assistance of the then Senior Counselor Brother H. M. Krebs, and a few others, proceeded to put on the next initiation without the use of the printed rituals. The effect was instantaneous. From that day Mansfield

meeting to Mansfield in 1913, and although since that time new Grand Counselors have been created, this has been counterbalanced by an equal number of deaths, so that Brother Ford still remains the thirteenth living Grand Counselor of Ohio.

Mansfield Council has also furnished two members of the Grand Executive Committee of Ohio: Brother L. S. Koppes, now deceased, and Brother Curt Moore.

Mansfield Council's entertainment of the Grand Council of Ohio in 1913 was a big success, chiefly because of the thorough organization and the individual enthusiasm of its members, and the fact that special pains were taken to entertain the ladies—and the ladies, God bless them, are always Mansfield's joy and pride.

SANDUSKY COUNCIL No. 278 **Sandusky, Ohio**

This Council was instituted on November 26, 1904, and charter closed December 17, 1904, with twenty-seven members. On March 31, 1916, the Council has two hundred and six members. At the Grand Council meeting in Canton, Ohio, 1905, Sandusky obtained and had the honor of entertaining the Grand Council in 1906, which was one of the largest attended meetings ever held to that date. Sandusky stands ready to welcome you again in 1917. Being situated as we are on Sandusky Bay and Lake Erie, with all her nearby summer resorts, it is the most ideal spot in Ohio for any meeting and a summer outing.

DEFIANCE COUNCIL No. 407 **Defiance, Ohio**

"Here I defy the British, Indians, and all the devils in hell!" exclaimed Mad Anthony Wayne in the presence of General Scott, after completing in August, 1794, the then most northwesterly fortified outpost of the Western Reserve on the confluence of the Maumee and Auglaize rivers. General Scott remarked: "Then call it Fort Defiance." Thus received our beautiful city of rivers its name "Defiance."

When on December 7, 1907, twenty-three "good men and true" assembled for the purpose of affiliating themselves with, in their minds, the best order of commercial travelers on earth, "The United Commercial Travelers of America," and when a name had to be chosen for the four hundred and seventh "baby," past historical events guided them to adopt unanimously the historical name "Defiance."

The splendid work of instituting our Council was performed by Grand Past Counselor W. W. Fashack, at that time Senior Counselor of Toledo No. 10, assisted by Past Grand

Counselor E. B. Ensworth; Grand Secretary R. F. Somerville; Member of Grand Executive Committee J. D. Marsh, and ten members of Toledo Council No. 10, who all, when arriving here to execute the work, accepted good-naturedly, the surprise, prearranged by the "novices," a free ride in an open patrol wagon through the main thoroughfare at high noon to the Hotel Crosby.

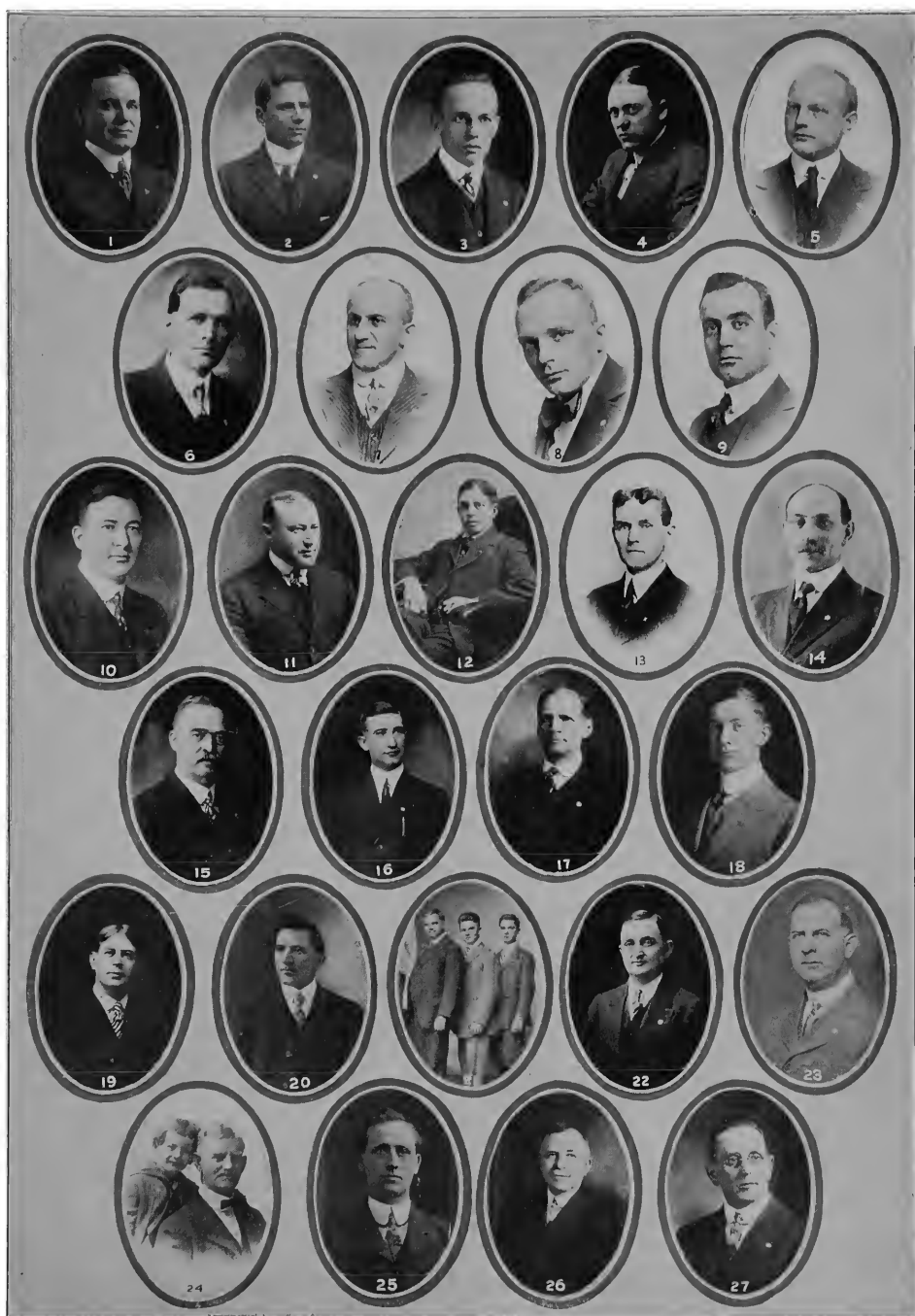
The first officers serving our Council were Senior Counselor, I. N. Savage; Junior Counselor, George Mangas; Past Counselor, C. I. Morse; Secretary-Treasurer, C. A. Krotz; Conductor, Emmett Slough; Page, A. C. Smith; Sentinel, A. H. Kemper; Executive Committee, H. D. Bokop, W. H. Switzer, Chr. Diehl, Jr., C. W. O. Behne. Their enthusiasm in the work and faithfulness to their trust and the Order laid a sound foundation for future healthy progress by well-chosen succeeding officers, so that Defiance Council No. 407, from the small beginning with twenty-three charter members, has now attained a membership of seventy-one.

Two of the first roster of officers have served our Council continuously since its institution. Bro. C. I. Morse, the first Past Counselor, at the expiration of his term, became our Chaplain, acting in that capacity to this day, and Bro. C. W. O. Behne, who, after being our second Senior Counselor, and completing his term as Past Counselor, became our Secretary-Treasurer, still serving as such now.

Practicing what we preach, "Unity, Charity and Temperance," we in brotherly unison celebrate regularly every year the day of birth of our Council, the first Saturday of December, with a sumptuous banquet, entertainment, ball, etc., and remembering: "I solemnly obligate myself to assist the widows and helpless orphans of my deceased brethren," Defiance Council No. 407 contributes every year to the "Fund of Pride," the W. & O. Fund, seventy-odd dollars.

Eight of our members obtained the distinction of Past Senior Counselors: Bros. C. I. Morse, I. N. Savage, C. W. O. Behne, Emmett Slough, C. E. Young, C. D. Harris, C. Diehl, Jr., A. H. Kemper, the last two named by virtue of having served six consecutive years as members of the Executive Committee.

"Death, the relentless foe of all mankind, coming oftentimes as a thief in the night," re-



SENIOR COUNSELORS OF OHIO.

- (1) Geo. C. Vail, Newark; (2) John H. Sterns, Mansfield; (3) Harry Bream, Canton; (4) Ralph W. Scott, Ironton; (5) A. C. Rodenbeck, Buckeye 75, Cincinnati; (6) L. C. Mendenhall, Lima; (7) M. Rosenthal, No. 2, Cincinnati; (8) Herbert Happersberger, Queen City 145, Cincinnati; (9) A. L. Krebs, Rally 357, Cincinnati; (10) L. L. Schofield, Zanesville; (11) B. B. Willard, Massillon; (12) R. W. Webb, Defiance; (13) J. W. Sharpe, Springfield; (14) H. L. Schumaker, Sandusky; (15) W. C. Ferguson, Portsmouth; (16) Parker Robbins, Greenville; (17) H. D. Moulton, Gallon; (18) F. O. Carfer, Tiffin; (19) V. Haskins, Uhrichsville; (20) Chas. L. Adcock, Logan; (21) J. C. Welty, Marion; (22) John H. Kellhofer, Chillicothe; (23) L. B. Prugh, Dayton; (24) J. F. Quilter, Bucyrus; (25) L. A. Hall, Marietta; (26) A. Ress, Hamilton; (27) H. M. Greenwalt Past, Canton.

moved from our midst three of our leading brothers—Charles L. Walters, William H. Switzer and Dan. F. Krotz—whose untimely departure we sincerely mourn, and whose many virtues we ever cherish.

C. I. Morse, P. S. C.

R. W. Webb, Sen. C.

C. W. O. Behne, Sec'y.

MAHONING COUNCIL No. 233,

Of Youngstown, Ohio.

Mahoning Council No. 233 was instituted Saturday, May 2, 1903, by Frank W. Hill of Buckeye Council No. 75 of Cincinnati, Ohio; also Grand Counselor of Ohio, he being assisted by J. I. Pinney of Forest City No. 5, as Past Counselor, A. W. Hauneret of Cleveland acting as Junior Counselor, F. S. Chandler of Forest City Council as Conductor, L. C. Knight of Warren Council acted as Page, G. C. Sizet of Akron Council as Sentinel, Secretary-Treasurer R. E. Morris of Mansfield. Council was opened in regular form by Grand Counselor Frank W. Hill. The following candidates were duly elected as charter members: J. E. Peters, W. L. McKelvey, Harry Schagrinn, J. H. Harvey, John E. Hart, E. M. Muldoon, John F. Hogue, D. A. Holcomb, J. A. Kameron, Simon L. Drake, C. K. Thompson, J. E. Leonard, J. F. McGowan, D. L. Rose, John L. Hanna.

The following members have worked very hard to upbuild the Council and have succeeded in having the membership reach (150) good, active members, with prospects of having a membership in the future of (500) members, as we have leased for a term of years one of the best located halls in the city, and no expense has been spared to equip the hall with the best furnishings that money would buy; one that is a credit to the members. We are also arranging to have club rooms in connection with the hall. During the past few years we have suffered the loss of several of our charter members, Brother J. F. McGowan and Edward M. Muldoon, who were always very active in the upbuilding of the Council, and whom we have greatly missed in the workings of the Order.

The following officers were elected March 4, 1916:

Senior Counselor, W. A. Thomas; Junior

Counselor, Geo. M. Taylor; Past Counselor, D. E. Owens; Secretary-Treasurer, Charles W. Wirt; Conductor, W. L. Dales; Page, W. G. Heacock; Sentinel, Harry P. Thompson. Executive Committee—C. E. Jolly, W. V. Burnett, W. C. Whitten, J. F. Dachtler.

Brother Judson E. Peters was recently appointed Captain of our Degree Team, and it is his intention to have one of the best degree teams in the state barring none. Special effort has been made to secure members that will adapt themselves to make their delivery perfect, that will make a good impression on the candidate. Our meeting place is located in the Bixler Block, 207 West Federal street, and we wish to extend an invitation to pay us a visit when they come to Youngstown, Ohio. We assure that you will be a welcome visitor.

RIVER CITY COUNCIL NO. 11, PORTSMOUTH, OHIO

River City Council No. 11, Portsmouth, was organized February 1, 1890, with a charter membership of fifty-two (52), which was, at the time, the largest membership class that had been initiated into the order.

William Brent, Senior Counselor; E. O. Jones, Junior Counselor; Cole Gilliland, Past Counselor; O. Q. Miller, Secretary; William Jordan, Treasurer.

As part of our original records were lost in the flood, I do not remember the balance of Grand Officers that installed the lodge. Twenty of the original ones have passed on to the city that lies beyond the Mountain Range.

Some twenty odd of the original ones are still faithful members in good standing and still working for the interest of the order.

We have had three hundred and ninety-four initiations of good men and true; fifty-two times has death entered the ranks of the local Council and called some Brother to his rest. Since our organization four of these were accidents. One accident claimed two Brothers at the same time.

We do not know how those who have transferred to other councils have fared, but several of them also have passed on to the Great Beyond.

River City Council has been a sort of a mother to several other councils near the Ohio



SECRETARIES AND TREASURERS, OHIO.

- (1) Jacob Levi, Buckeye 75, Cincinnati; (2) W. A. Lawrence, Springfield; (3) A. E. Paul, Columbus; (4) Louis Wirth, No. 2, Cincinnati; (5) R. D. Ferree, Queen City, Cincinnati; (6) Geo. J. Weislogel, Chillicothe; (7) Fred Geiger, Jr., Zanesville; (8) C. A. Johnson, Cleveland; (9) H. C. Hart, Ironton; (10) J. A. Black, Newark; (11) C. W. O. Behne, Defiance; (12) P. D. Patrick, Rally, Cincinnati; (13) A. F. Biemiller, Sandusky; (14) P. J. Sharp, Mansfield; (15) L. R. Davis, Galion; (16) H. C. Copenhaver, Massillon; (17) Henry Feuchter, Akron; (18) H. D. Pittenger, Tiffin; (19) C. O. Moore, Athens; (20) I. N. Stiers, Logan; (21) J. A. Barkley, Uhrichsville; (22) Geo. F. Taylor, Greenville; (23) S. E. Meyer, Cleveland; (24) J. D. Bridges, Portsmouth; (25) Frank E. Rouzer, Dayton; (26) S. H. Culver, Bucyrus; (27) Chas. H. Gibbs, Canton.

River, as members from No. 11 were the organizers of Charleston and Huntington, W. Va.; Ashland, Ky., and Ironton, Ohio, Councils. The present membership is near two hundred, notwithstanding the help we have given others.

Brother William Brent, the first Senior Counselor, was elected to office in the Grand Council and passed through the chairs of the same. The Council has had four Secretaries: Brothers A. Q. Miller, Geo. A. Goodman, Geo. W. Zottman, and J. D. Bridges, who is now Secretary and Treasurer and who has faithfully served in that capacity since 1899.

The Present-Past Counselor, W. C. Ferguson, has twice passed through the Chairs of office, having always been ready to serve the council as best he could.

MASSILLON COUNCIL No. 137

Massillon, Ohio

To Brother Frank Hess goes the credit of organizing Massillon Council No. 137 of Massillon, Ohio. Brother Hess was a member of the Canton Council No. 41, and the idea occurred to him that Massillon could support a Council of its own. He therefore secured a charter and on December 17, 1899, Canton Council journeyed to Massillon where the initial work was done.

At this meeting, ten commercial travelers were initiated. These ten Counselors were: Brothers M. R. Bissell, H. L. D. Fiscus, Leon Kanel, William Kreiter, Robert R. Hess, Amos Wenger, George L. Geis, Charley Johnson, Felix R. Shepley, George Yost. Brother Felix R. Shepley was elected Secretary, and held this position for many years, and Massillon Council grew steadily, showing that Brother Shepley had inaugurated the good principles used in his own business to make the Council a success.

Massillon Council is represented in the United States from coast to coast, and we are glad to state that these Counselors not only boost Massillon and Massillon Council, but also the United Commercial Travelers of America wherever they may be.

At the present time one of our Counselors (Brother Jacob S. Coxey) has thrown his hat into the ring and hopes to be elected Senator from this district. We have the co-operation

of the Massillon Chamber of Commerce in all our undertakings, as they realize that there is no organization better equipped to advertise the town than the Commercial Travelers.

We are glad to say that we are honored by the frequent visitation of Grand and Supreme representatives, and to those Counselors who may read this short sketch, we extend a cordial invitation to visit with us and become imbibed with the enthusiastic spirit of our Council.

SCIOTO COUNCIL No. 33

Chillicothe, Ohio.

Sometime during the month of March, 1892, a number of traveling men, at the solicitation of a member of Columbus Council No. 1, met in the parlors of the Warner House, at which time it was decided to organize a Council of U. C. T., the outcome of which was a charter list of twenty-eight.

On April 16, 1892, the Council was instituted. Out of this number of charter members there are six living and in good standing. The credit of organizing Scioto Council No. 33 is due to Brothers Chas. G. Brandle and W. W. Ireland.

In the early days of the Council there were times when it was very hard to keep the Council intact, and upon one occasion Brother Somerville made us a visit and made an address which resulted in getting the Council started on a new road, from which time we have been increasing in membership until at the present time one hundred and twenty members in good standing appear on our books. Have taken into the Order twenty-three members during the past year, and a number of good prospects in sight.

In a social way we have an annual New Year's banquet and entertainment, in which our ladies take part, and occasionally little stag affairs.

Officers at institution of the Council were: W. W. Ireland, Senior Counselor; T. B. Lightle, Secretary, and present officers are: Jno. H. Kellhofer, Senior Counselor; T. K. Wilson, Junior Counselor; Hiram Streitenberger, Past Counselor; B. Balthaser, Conductor; O. R. Miller, Page; C. C. Warner, Sentinel; Geo. J. Weislogel, Secretary.

HISTORY OF TUSCORA COUNCIL

No. 531.

Uhrichsville, Ohio.

Tuscora Council No. 531, Uhrichsville, Ohio, was instituted on the evening of March 8, 1913. Grand Counselor Frank Brancher having granted the dispensation for the organization. Members of the Canton Council No. 41, having been invited to fill the chairs and put on the work, were present as follows: H. N. Bowman, Senior Counselor; F. W. Crouch, Junior Counselor; William Herbst, Past Counselor; Charles H. Gibbs, Secretary and Treasurer; C. H. Rowe, Conductor; Harry Bream, Sentinel; R. C. Sholtz, Chaplain, and J. M. Moore, Page.

After the Council was duly opened the following fourteen persons presented themselves as charter members of Tuscora Council No. 531: George Weist, Paul F. Clark, C. S. Carrick, H. E. Barr, W. P. Greenlee, Charles T. Bliss, S. V. Haskins, Charles S. Haskins, W. H. Goodyear, Jacob Kopp, J. C. Rayl, Paul R. Romig, E. C. Christy, George Ray, Heberling. The following persons were received in Tuscora Council No. 531 by transfer, as they were residents of Uhrichsville, Ohio: J. J. McCauley, E. S. Ritter, J. A. Van Ostran, Kenneth Romig and B. F. Anthony.

The election of officers followed, resulting in the election of J. A. Van Ostran as Senior Counselor; E. S. Ritter, Junior Counselor; George Weist, Past Counselor; W. P. Greenlee, Secretary and Treasurer; Kenneth Romig, Conductor; H. E. Barr, Page; Paul Clark, Sentinel; J. C. Rayl, C. S. Carrick, Charles T. Bliss and M. M. Cummings, Executive Committee.

Past Grand Counselor J. M. Moore installed the officers in due form, and declared Tuscora Council No. 531 duly instituted. After which the Canton brothers, and members of Tuscora Council were taken to the banquet room and spent a very pleasant evening at lunch and in speech making.

Since the organization of No. 531, there has been a gradual increase in membership until its membership now numbers fifty-two. Each year, during the holiday season, No. 531 gives a banquet, reception, and ball for all U. C. T. members, wives, daughters and sweethearts of members. Then during the summer and fall of each year, they give a picnic trip, or ball,

at some park, for the families and friends of all U. C. T. members who may be in the city. The functions have always been greatly enjoyed and appreciated by all.

At the Grand Council Convention, Akron, June, 1914, Tuscora Council No. 531 received the \$50.00 prize offered for the largest percentage of membership in attendance, and received the title of being the Baby Council of Ohio, which title we are still in possession. George Weist and E. S. Ritter have represented No.



JAMES A. MAPES,

Past Counselor Columbus Council No. 1, an ardent worker and a booster.

531 at Grand Council in the past, and Kenneth Romig has the honor of being the Delegate at Columbus, Ohio, in 1916.

At the annual election of officers on March 18, 1916, the following officers were elected for the coming term: S. V. Haskins, Senior Counselor; Ray H. Caple, Junior Counselor; Kenneth Romig, Past Counselor; J. A. Barkley, Secretary and Treasurer; Jacob Kopp, Conductor; R. M. Barr, Page; Ray M. Barkley, Sentinel; W. H. Goodyear, N. M. Cummings, W. B. Nicholas and A. W. Kirkpatrick are the Executive Committee; Kenneth Romig, Delegate to Grand Council; E. S. Ritter, Alternate.

Officers were duly installed by George Weist, Past Counselor.

Tuscora Council No. 531 expects to be represented at Columbus on June 10, 1916, by entire membership and band of twenty-two pieces, and take all prizes in sight. Watch for the Baby Council in the grand parade.



CHAS. EDMUND BARKER, COLUMBUS, OHIO,
Editor The Sample Case.

NEWARK COUNCIL No. 274.

Newark, Ohio.

During the summer of 1904, a move was made by resident members of the U. C. T. to secure a sufficient number of signers to a charter list for instituting a Subordinate Council of the Order in Newark. This resulted in Grand Counselor W. S. Arndt issuing a call for a meeting to be held at the A. O. U. W. Hall on October 8th, at 7 o'clock P. M. On account of illness, Grand Counselor Arndt was not present. The meeting was called to order and the chairs of the instituting Council were occupied as follows:

Senior Counselor, J. F. Sniffin, of Columbus Council No. 1; Junior Counselor, B. F. Whipps, of Columbus Council No. 1; Past Counselor, J. M. Moore, of Zanesville Council No. 20; Secretary-Treasurer, R. F. Somerville, of Gem City Council No. 3; Conductor, W. L. Whitacre, of Columbus Council No. 1; Page, Otto Nusbaum, of Columbus Council No. 1; Sentinel, J. W. Walters, of Columbus Council No. 1.

Supreme Treasurer R. N. Hull and Grand Junior Counselor R. B. Collier were also present and assisted in the work.

The charter list showed thirty-seven names. Sixteen transfers from the following Councils: Columbus No. 1, Zanesville No. 20, Forest City No. 5, Lancaster No. 6, Huntington No. 53, and Alliance No. 261. Twenty-one being applicants for membership by initiation.

Twenty-two of the charter members still retain membership in Newark Council.

The work of initiation was done in a very vigorous manner, Brother Nusbaum as Page being especially active. He being credited with breaking through the ante-room door in such a manner as to create a suspicion in the minds of tenants of the rooms below the hall, that it was not safe to allow the United Commercial Travelers to hold their meetings in the building. Explanations were of no use, and after a few meetings held under protest, the Council was ordered to move out. The Executive Committee secured the K. P. Hall as a meeting place, and this was used, up until the completion of the new K. P. Hall, when, through the courtesy of the Pythian Committee, we were permitted to move with them to their new quarters. Our first meeting was held in this hall in September, 1915.

F. L. Beggs was elected the first Senior Counselor, and E. C. O'Brien the first Secretary-Treasurer. Seven of the ten officers installed are now members of Newark Council. Two deceased, and one suspended.

C. E. Courtier was the first Past Counselor, and the minutes of the first stated meeting state that the Council extended him a vote of thanks as an appreciation of the work he had done in securing the charter list. This shows that Brother Courtier was the prime mover in organizing Newark Council. He took an active part in the meetings of the Council until he engaged in the general merchandise business

at Pataskala about ten years ago, but retains his membership with Newark.

The present membership is 121. All but five reside in Ohio. The interest in Newark Council has continued to grow, and their social sessions and picnics are attended by a large number of the members and their families.

GALION COUNCIL No. 476, GALION

Galion Council No. 476 was instituted July 31, 1909, under the direction of Grand Counselor W. L. Whitacre, assisted by Past Supreme Counselor W. A. Johnson, of Cincinnati Council No. 2; Past Senior Counselor B. F. Whipps, and Past Counselor Geo. A. Dyer, of Columbus Council No. 1, and Grand Secretary R. F. Somerville, of Gem City Council No. 3. Visiting members being present from Mansfield Council No. 13, Marion Council No. 129, and Bucyrus Council No. 334.

Nineteen members were initiated at the time Galion Council was instituted and eight members taken in by transfers from other councils. After the initiatory work the following officers were elected: H. L. Seif, Senior Counselor; C. A. Resch, Junior Counselor; J. R. Rummel, Past Counselor; L. R. Davis, Secretary and Treasurer; L. E. Beck, Conductor; F. K. Berry, Page; F. F. Herndon, Sentinel. Executive Committee, O. P. Beck and C. H. Evans, two years; A. H. Fetzer and C. Raudabaugh, one year.

First officers of Galion Council were installed by Past Supreme Counselor W. A. Johnson, after which a bounteous banquet was served.

Galion Council has enjoyed a steady growth from its beginning, having started with a membership of twenty-seven and, although losing five members by death since and several suspensions, have increased our membership to seventy-one members at the present time.

The members of Galion Council have at all times been live wires, having kept up their annual banquets and picnics and in this way keeping the social features of the Council at its best, besides taking an interest in a number of Grand Council meetings, namely: Mansfield, Akron, and Toledo, each time going in a body and accompanied by a band. Upon the occasion at Mansfield having the honor of winning two prizes and at Toledo a prize on band.

Much credit is due J. R. Rummel for his efforts in getting a council established at Galion, as the proposition, at first, met with disfavor; but Brother Rummel was determined in the matter and Galion Council today stands on record as a "live Council," the results of his untiring efforts.

Galion Council has always been in the best shape possible financially owing to the alertness of its efficient Secretary, Brother L. R. Davis, who has a way of keeping every member paid up and in good standing, which is the life of any Council.

At the March meeting of Galion Council it was unanimously voted to attend the Grand Council meet at Columbus on June 10th in a body, accompanied by a band, and while we are unable to say at this time if we will be able to get any prize money, however, we expect to place good old Galion on the map at that time, if nothing more.

At the March meeting one candidate was initiated and officers elected as follows: H. D. Moulton, Senior Counselor; H. P. Resch, Junior Counselor; L. E. Beck, Past Counselor; L. R. Davis, Secretary and Treasurer; Theodore Poister, Conductor; W. M. Huffman, Page; C. L. Morckel, Sentinel; C. Raudabaugh and W. L. Quay, Executive Committee two years.

With the above officers filling the chairs for the coming year we have every reason to believe that Galion Council will continue to grow and prosper.

TIFFIN COUNCIL No. 359

Tiffin, Ohio

United Commercial Travelers of America of Tiffin, Ohio, was instituted February 1, 1907, in Jr. O. U. A. M. hall by Grand Counselor W. E. Ford, of Mansfield, assisted by Past Grand Counselor D. P. McCarthy, of Fostoria; Grand Secretary R. F. Somerville, Dayton; Brother J. D. Marsh, member of Supreme Executive Committee, and others from Columbus, Toledo, Dayton, Lima, Fremont, Fostoria, and Norwalk.

The charter of Tiffin Council contained forty names, seven of which have been removed from our ranks by death, ten have withdrawn their membership from Tiffin Council, while the remaining twenty-three charter members

still retain their membership in Tiffin Council.

Brother F. B. Wolfe was our first Past Counselor, Brother E. B. Black our first Senior Counselor, and Brother W. J. Hiser our first Secretary-Treasurer. Brother C. M. Day is our present Past Counselor and Brother F. O. Carfer, Senior Counselor, and Brother H. D. Pittenger, Secretary-Treasurer.

Tiffin Council has eleven Past Counselors, nine of these receiving the honor by virtue of filling the Chairs and two the honor by virtue of service rendered as Secretary-Treasurer.

Tiffin Council has a membership of fifty-seven insured and one uninsured member, and while our membership is not large, we have a fine bunch of boys. Twelve of our members are non-residents, six of whom reside in other cities in Ohio, and six are scattered from coast to coast, namely: Tennessee, Arizona, and New Jersey.

Tiffin Council meets the second Saturday of every month and we are always glad to welcome visiting Brothers.

VALLEY CITY COUNCIL No. 273, SIDNEY.

Was instituted August 27, 1904, with eighteen charter members. The installing work was under the direct charge of at that time Grand Counselor Walter D. Arndt, assisted by other Counselors of the Grand Council.

Bro. Cheas. Abbott was elected the first Senior Counselor and Bro. U. C. Horr our first Secretary-Treasurer. The following (and above-named officers) were charter members: W. R. Wymán, M. A. Pfefferle, E. T. Duncan, B. M. Donaldson, Rhinehart Smith, Sam T. Hunt, Milton Herzston, W. S. Ley, James P. Ward, E. W. Sangleleis, F. L. Smoot, Ed. J. Wagner, Louis F. Wayner, W. A. Donnelly, J. B. Ducker and Louis R. Wagner.

At the first regular meeting, which was held in the Golden Eagle Hall, September 24, 1904, the following new members were initiated: M. A. Doorley, John T. Bryant, Edgar S. Hall, W. T. Markland, A. W. Kuanrer, S. D. McCullingle, and C. W. B. Eryannis. These were new members, which brought the total membership up to twenty-five (25), which has steadily grown till at present we have sixty-seven members, all in good standing, and all have class A insurance.

LOGAN COUNCIL No. 264.

Logan, Ohio.

The Logan Council No. 264 was instituted on April 23, 1904, with seventeen members, as follows: Frank Adcock, A. C. Tipton, A. Magoon, O. C. Pierce, George W. Stallsmith, William T. Curry, William A. Snyder, Ralph T. Edminston, John E. Canty, W. W. Keynes, J. P. Rochester, George Gladman, Charles B. Stallsmith, Frank Brown, J. W. Gabriel, Thomas T. Leyshon, Charles L. Adcock.

Brother W. L. Whitacre, together with Brothers Charles Barker, Charles B. Stallsmith and George W. Stallsmith, all members of Columbus Council No. 1, except Brother George W. Stallsmith, were almost entirely responsible for the existence of our Council, and were untiring in their efforts to get our Council lined up.

All four of these brothers, together with several other good members who assisted them in the work, led us through the unknown "mysteries" and taught us the great lesson of Unity, Charity and Temperance.

The road was a "rocky" one and some of us ran up against "solid circumstances." Brother W. W. Keynes had the honor of being made our godfather. Brother W. L. Whitacre administered the obligation very effectively, while Brother Magoon brought up the "rear." Brother Keynes has not forgotten the importance of his obligation which was "impressed" upon him that night. Brother J. W. Gabriel was the most highly honored brother on one occasion when he was "presented with a ring," which was supposed to be a token of the high esteem in which he was held by members of the Council. Brother Gabriel is still wearing the "ring," which he greatly appreciates.

In June of the same year that our Council was organized, we had the honor of securing a prize of \$100.00 at the Grand Council Meeting held at Zanesville, Ohio, for having the largest percent of membership in the parade, our percent being 98.

Our Council has grown until we now have twenty-eight members, all good live wires representing the best business men of Logan. Our regular meeting night is the third Friday night of each month at the K. of P. Hall. The latch-string is always out to any U. C. T. who is fortunate enough to be in Logan, Ohio, on the third Friday night of any month.

HISTORY FINDLAY COUNCIL No. 352**Findlay, Ohio**

The forty-sixth Council of the United Commercial Travelers of America in Ohio was organized in Findlay, Ohio, with fourteen new candidates and eighteen transfer members, on November 26, 1906. The instituting officers were Grand Counselor W. E. Ford, of Mansfield, Ohio, as Senior Counselor; J. I. Pinney, of Cleveland, Ohio, Junior Counselor; P. S. Counselor, L. S. Koppas, Mansfield; R. F. Somerville, Secretary-Treasurer; A. W. Shaw, Mansfield, Conductor; J. D. Marsh, Springfield, O., Page; L. B. Hitchcock, Fostoria, Ohio, Sentinel.

Brother Hitchcock headed the unity members and received an ovation when admitted. Brother C. F. Eckhardt, with Brother P. J. McGowan, were the hustlers in getting this Council in Findlay. Brother W. W. Williams, Grand Counselor of Michigan, was present at the meeting and gave us a fine talk. He said it was the youngest looking bunch of U. C. T.'s that ever he saw gathered together in one room. After the work was finished a luncheon was served. The Findlay Council is having good attendance and the bunch are having eats and smokes quite often, and if any member of the U. C. T. will come to the door on some Saturday night of the third week he will find us at the Jr. O. U. A. M. hall, on the south side of the courthouse. A welcome is extended to all good U. C. T.'s.

Brother F. J. McGowan has been the Secretary ever since organization and has only missed two nights, and that was on account of an accident.

List of Officers for 1916 and 1917

Senior Counselor, B. L. Sausser; Junior Counselor, Christ Sieb; Sherman Hill, Conductor; G. C. Headworth, Page; G. M. Fahl, Sentinel; P. J. McGowan, Secretary-Treasurer. W. E. Houck, J. A. Linebnit, J. C. Coats, R. E. Taylor, members of Executive Committee.

Wilbur Taylor is now the Past Senior Counselor.

We have a candidate knocking at our door for admission, who was born in Arabia.

Subject of this article, was born in Columbus, Ohio, in 1857. He was educated in the schools of Columbus and passed his entire life as a resident of his native city. In company with his father, F. A. Sells, and his brother, James H. Sells, he entered the wholesale saddlery business in 1880. His father dying in 1883, he succeeded, with his brother, to the business as a partnership until 1898, when a stock



F. ASBURY SELLS.

company was formed as The J. H. & F. A. Sells Company. He was elected Vice-President and Treasurer of the company, which position he held until the time of his death, which occurred in April, 1914.

Mr. Sells was one of the incorporators of the U. C. T., in which he always took a great interest. A great many meetings, looking to the formation of this Order, were held at the office of J. H. & F. A. Sells. Mr. Sells was chairman of the Executive Committee for a great many years, which office he held at the time of his death.

He is survived by his wife and one daughter.

LIMA COUNCIL No. 17**Lima, Ohio**

This Council was reorganized April 30, 1904, with fifteen charter members as follows: E. G. Hood, M. E. Sealts, E. W. Hiner, E. J. McElroy, S. S. Sealts, M. M. Sealts, A. F. Vorkamp, W. H. Hay, E. M. Sealts, W. E. Booth, Chas. W. Banta, T. J. Edwards, C. M. Overly, G. F. Clevinger, and J. F. Jones.

The work of re-organization was in charge of the following Supreme and Grand Officers and others: Grand Counselor E. B. Ensworth, acting as Senior Counselor; Grand Sentinel F. S. Chandler, acting as Junior Counselor; Past Supreme Counselor E. B. Hill, acting as Past Counselor; Grand Page W. E. Ford, acting as Conductor; Brother H. F. Williamson, of No. 144, acting as Secretary; Brother C. E. Barker, of No. 10, acting as Page, and Brother E. Davis, of No. 10, acting as Sentinel.

With this very efficient corps of officers in charge, the following were duly initiated in the mysteries of our Order: E. M. Sealts, W. H. Hay, W. E. Booth, M. M. Sealts, A. F. Vorkamp, E. J. McElroy, E. W. Hiner, E. G. Hood, T. J. Edwards, and C. M. Overly. M. E. Sealts, S. S. Sealts and Chas. W. Banta were duly re-instated, and C. F. Clevinger was admitted on transfer from Toledo No. 10, and S. F. Jones from Akron No. 87. The "baby" Council referred to by Grand Secretary Somerville, has now grown to manhood and now numbers two hundred and thirty "good men and true."

The present officers are: L. C. Mendenhall, Senior Counselor; Lee Copeland, Junior Counselor; Geo. V. Gueyton, Past Counselor; W. E. Booth, Secretary-Treasurer; Conductor, H. M. Reed; Page, Leroy Long; Sentinel, Perry Coppess; Executive Committee, Brothers E. E. Haey, Samuel Rodder, A. D. DeVoe, and H. J. Lindesmith; Committee on History, W. H. Hay, R. C. Grubbs, and W. E. Booth.

The Ladies' Auxiliary of Lima Council No. 17 was organized in 1909. The following is their motto: "To promote good fellowship among the families of the members and to be purely social." The wives, daughters and unmarried sisters are eligible to membership. They at first met at the homes of the members, but their numbers grew so that they now meet in our Council hall on every other Saturday afternoon. In addition to remembering the

sick with flowers and the needy with comforts, they have banqueted the members frequently and very recently presented the Council with a very handsome silk banner. The present officers are: President, Mrs. C. A. Moore; Secretary, Mrs. H. M. Reed; Treasurer, Mrs. E. R. Lindesmith.

IRONTON COUNCIL No. 176**Ironton, Ohio**

Ironton Council was instituted on January 26, 1901, and, according to our number, we are one of the oldest councils in the Order. Beginning with thirty-two charter members and during our existence have had ten deaths. Of course we have lost lots of members through transfers to other councils, suspensions, etc., until, at this time, we have sixty-eight members in good standing. The formation of the Council started one day in the lobby of the Ironton House, when some of the travelers met there informally and it did not take long to get things under way. E. S. Lee was our first Senior Counselor and C. J. Mack our first Secretary-Treasurer. Brother Mack served one year as Secretary-Treasurer and was succeeded by F. F. J. Goldcamp who served one year. Brother Goldcamp was succeeded by Capt. P. S. Hart who served for twelve years, or up until the time of his death. Brother Hart was one of our oldest members and beloved by all, and his death was keenly felt, as his wise counsel and earnest efforts in all things pertaining to U. C. Tism was sadly missed. As a mark of respect to his father, Brother Harry C. Hart was elected to fill his father's unexpired term as Secretary-Treasurer and proved himself so efficient in his efforts to boost the Council that he was re-elected again this year. Ralph W. Scott is the present Senior Counselor and has worked hard and tirelessly to keep old "176" on the map. We have been constantly on the alert for new members and during "Scotty's" administration the past year, new life was put into the Council, and ten new members were taken in. Brother Hugh Daugherty succeeds Brother Scott as Senior Counselor on April 1st, and as Hugh is a live wide-awake fellow, gives every promise of carrying on the good work already started.

Splendid comments were heard on every

side on the beautiful float we had in the "fraternal parade" during the "Apple Show" in 1915, which depicted "The Day of Hope," and it will probably be made an annual event to have the Council represented in this parade. The past Senior Counselors of No. 176 are: W. A. Sheridan, E. S. Lee, William Laird, Ed A. Brown, T. J. Hopkins, G. W. Fritz, Fred McKnight, P. S. Hart, S. B. Cline, E. L. Barkley, H. S. Progler, J. C. Snyder, J. W. James, and Ralph W. Scott (retires April 1st as present Senior Counselor). The new officers elected for the lodge year beginning April 1, 1916, are as follows: Senior Counselor, Hugh P. Daugherty; Junior Counselor, F. L. Feurt; Past Counselor, Ralph W. Scott; Secretary-Treasurer, Harry C. Hart; Conductor, H. W. Ullrich; Page, Chas. H. Foit; Sentinel, W. H. Ellis; Executive Committee, J. C. Snyder, J. F. McConnell, C. H. Hutsinpillar, and W. F. Phipps. J. W. James was chosen as Representative to the Grand Council and Frank L. Feurt, Alternate.

All of the officers and members of Ironton Council are live wide-awake men and can be relied upon to boost "Ironton" and U. C. Tism in general at all times.

MARIETTA COUNCIL No. 32

Marietta, Ohio

Marietta Council No. 32 was organized April 2, 1892, with a charter membership of thirty-six, representing the best manhood of our community; men who were and are today the backbone of our city's industrial progress. Though small in numbers these men set out to build up a council not alone numerically strong but strong in true manhood and true worth. How well they have succeeded is answered by the sterling qualities, strength of purpose, aggressiveness and loyalty to our Order of our present membership of one hundred and thirty. Little more can be said of one member than of another; all are true to U. C. Tism; all realize that the "acts of each affect all." Our Council takes an active part in the civic and industrial affairs of our city and each Monday morning Marietta No. 32 sends out a band of men known by their trade as men who do things; as men who are successful; as men to be relied upon; whose counsel and advice is of true worth and as men full of charity for all.

BUCYRUS COUNCIL No. 334.

Bucyrus, Ohio.

Our Council was instituted May 5, 1906, by Grand Counselor Ransom B. Collier, of Columbus, Ohio, assisted by officers and members of Mansfield and Dayton Council.

The following officers presided: Senior Counselor, R. B. Collier, of Columbus, Ohio; Junior Counselor, F. M. Mell, Mansfield, Ohio; Past Counselor, F. L. Koppes, Mansfield, Ohio; Secretary-Treasurer, R. F. Summerville, Dayton, Ohio; Conductor, W. E. Ford, Mansfield, Ohio; Page, Robert Adams, Mansfield, Ohio; Sentinel, Curt Moore, Mansfield, Ohio. Assisted by a dozen members of Mansfield Council.

Charter Members

S. H. Coulter, C. W. Hedrick, J. H. Ulmer, H. McNally, W. D. Koons, L. P. Kurzell, C. H. Golling, W. E. Matthew, L. A. Slusser, M. C. Coulter, J. G. Mader, Jr., J. S. McCammon, D. H. White, D. M. Tobias, G. W. Harris, W. H. Picking, J. R. Rummel, W. H. Crim and C. F. Hurr. All charter members are living.

First Officers Elected

Senior Counselor, C. W. Hedrick; Junior Counselor, J. R. Rummel; Past Counselor, W. D. Koons; Secretary-Treasurer, W. H. Picking; Conductor, J. S. McCammon; Page, S. H. Coulter, Sentinel, C. H. Golling; Executive Committee, one year, D. H. White and W. H. Crim; two years, C. F. Hurr and G. W. Harris.

Officers were duly installed by Grand Counselor R. B. Collier. Grand officers and members of Mansfield Council were entertained by Bucyrus Council at the Elberson Hotel with a banquet, at which all enjoyed themselves and replenished the inner man.

The encouragement given by those present was most gratifying and Council started on its journey to success.

The Council has gradually grown to its present membership of fifty-nine, having lost by death but one, Brother Maurice E. Carroll, whose death occurred on February 22, 1916.

Officers elected to serve the ensuing year, 1916, as follows: Senior Counselor, R. E. Ferguson; Junior Counselor, C. E. Ledyard; Conductor, J. H. Paul; Page, F. E. Patterson; Sentinel, A. V. Sharp; Secretary-Treasurer, S. H. Coulter; Executive Committee, C. A. Michael and D. W. Hurr, two years; G. W. Har-

ris and J. M. Bogan, one year; Representative to Grand Council, F. J. Quilter; Alternate to Grand Council, S. H. Coulter.



FRANK T. HIGHLAND,

Page of Columbus Council No. 1, is Secretary of The Highland Cigar Co., 699 North High St. They feature the Abram Clark 5-cent cigar and their Famous Stogie, Highland's Best 49 Long Filler. They have an interesting page in the U. C. T. history of Ohio. He is an ardent believer in the principles of the Order of U. C. T. of A., and hopes to see the time when all salesmen will be praising its beautiful lesson.

ZANESVILLE No. 20

Zanesville, Ohio

Zanesville Council No. 20, United Commercial Travelers, was instituted May 4, 1891, by W. A. Johnson, Past Senior Counselor, of Cincinnati, with eighteen charter members: W. E. Tingle was made P. S. C.; Hiram Wallar, Senior Counselor; A. B. Cowgill, Secretary; Al Pinkerton, Junior Counselor, and W. B. Cosgrave, Treasurer.

At the first meeting thereafter quite a nice class was taken over the bridge and from the

first to the present Zanesville Council has been a progressive, up-to-the-minute factor in commercial circles. As a booster for Zanesville it has an enviable reputation, having put on some of the best entertainments ever given by any council of U. C. T.'s, notable among them a number of fine minstrels, an automobile contest. Many social functions, the crowning of all being the greatest and most gorgeous "Mardi Gras" produced in any city.

Zanesville Council has had three Grand Counselors out of its membership that served with some distinction: W. E. Tingle, Hiram Wallar, J. M. Moore; and our Brother, W. S. Trace, is well on the road to that chair, being now Grand Sentinel.

Brother J. M. Moore is a member of the Supreme Council, being Supreme Chaplain. Zanesville Council makes much of Memorial Day, honoring and revering her departed Brothers.

No. 20 has the distinction of the largest membership of any council of any jurisdiction of a city of equal size and population.

We have had our full share of reverses and dark periods, many suspensions and dropped members, yet we have been optimistic and pressed forward steadily, both numerically and in general efficiency, until we feel we are some force in uplift of humanity. However, we fully realize we are only in the "kindergarten" of the real merits of our beloved Order, "Onward and Upward" being our slogan.

No. 20 now numbers a membership of "four hundred and twenty-three" good men and true. We have members scattered all over the broad land, from coast to coast. Many elevated to responsible positions of trust, some holding high county and state offices. As a council we do not want or feel we are above our fellow counselors in any particular, either in morals or the ritualistic work; however, we believe our little Council will stand a fair average in both. We want to eliminate self and bid every member and every council of U. C. T.'s God-speed in "Unity, Charity and Temperance."

Our Council has a Secretary-Treasurer that is excellent—Fred Geiger, Jr. Our officers this year are up well in the work. Everything bids for prosperity in U. C. Tism Council in Zanesville. We are planning for the greatest "Mardi Gras" ever given, in 1916. Also a large delegation to the Grand Council meeting at Columbus, Ohio, June next.



WALTER W. FISHACK

Past Grand Counselor of Ohio

Through an error of the compiler, Bro. Fishack was left out of the group of Grand Council Officers.

Bro. Fishack was Grand Counselor in 1915. He is one of the live wires of the Order, and one of the best known U. C. T. men in Ohio.

BENEFITS OF THE U. C. T. OF A.

Our members are protected from total or partial loss of time due to accident as follows:

For total loss of time (not to exceed one hundred and four (104) consecutive weeks), at a rate per week of\$ 25.00

For partial loss of time (not to exceed five (5) weeks), at a rate per week of 12.50

The following amounts are paid for losses resulting from accident:

Loss of both eyes.....\$10,000.00

Loss of both hands..... 10,000.00

Loss of both feet.....	10,000.00
Loss of one hand and one foot.....	10,000.00
Loss of one eye and one hand or one foot	5,000.00
Loss of one hand.....	1,250.00
Loss of one foot.....	1,250.00
Loss of one eye.....	1,250.00
Death	6,300.00

Our death benefit is paid as follows:

Five thousand (\$5,000.00) Dollars within ninety (90) days after receipt of satisfactory proofs of death and, in addition, the beneficiary is paid Twenty-five (\$25.00) Dollars each week for fifty-two (52) consecutive weeks.

If one who is otherwise eligible has lost one hand, one foot or the sight of one eye, he can be insured against accident under Class B, which pays one-half the benefits enumerated above.



J. E. NORTH

Past Senior Counselor Champion City Council
No. 23, Springfield, Ohio



L. E. DAMRON,

HOTEL JEFFERSON.

L. E. Damron, Proprietor.

The Jefferson is one of the best commercial hotels in Columbus, located in the immediate business center of the city, having one hundred rooms, with running hot and cold water, electric light, steam heat, local and long distance Bell phones in every room, also both private and public baths.

The hotel has been rebuilt, refurnished, re-carpeted, and has a fine new marble lobby finished in mahogany, also new electric elevator. The commercial trade who are looking for a real good, clean hotel, where one

can get rest and comfort, combined with good service at very reasonable rates, should remember the Jefferson when in Columbus. The rates for rooms with detached baths, having all of the conveniences mentioned, are 75c and \$1.00 per day. Rooms with private bath, \$1.50, or suite of parlor, bed-room and bath, \$2.50 per day.

Mr. L. E. Damron, the proprietor, is a live, congenial host. He is catering to the commercial trade and overlooks no detail, no matter how small, to make his guest comfortable at all times.

You cannot beat it unless you cheat.



HOTEL JEFFERSON,
Spring and High Streets.

COLUMBUS

Columbus, the capital city of the State of Ohio, is the largest city in the world bearing the name of the discoverer of the western hemisphere and the twenty-ninth city in size in the United States, according to the last government census. Hewn out of the forest and made the state capital in 1812, Columbus has grown to be a great metropolis of one of the foremost states in the Union.

Columbus is a natural center of industry, being located in the midst of a vast agricultural section, a natural shipping center as well

homes, and unusually healthful and safe conditions, Columbus is an ideal home city. In a commercial way it is a bee hive of industry, having 949 manufacturing plants, producing 10,000 different articles under 2,235 different classes. These industries employ at least 35,000 people and produce \$85,000,000 worth of products annually. The total capital invested in these plants exceeds \$75,000,000. Eight of the factories in Columbus are among the largest of their kind in the world.

These things considered, the city may well



FRANKLIN COUNTY MEMORIAL HALL.

as the focal point of a wide area of raw products. Founded by men of vision the city is one of the nation's vital points of progress. "It was not of its own seeking that Columbus became the capital of Ohio. That was its destiny from the beginning," quotes Studer's History of 1873.

With the best water system and the purest water of any city in America, the best sewage disposal plant, Columbus today has an enviable record in low death rate. With the best housing code in America, a fine street car system, level streets, beautiful parks, elegant

be said to be a monument to human endeavor, having had its birth and passed its early infancy a little over a century ago in what was then a rough, wild and secluded portion of the now beautiful and productive valley of the Scioto.

Metropolitan Columbus, consisting of the city, together with the urban portion of the territory lying within five miles of the city limits, and which properly belongs to the city, includes a present population of 260,000. The latest city directory published in 1914 gave the metropolitan population of Columbus at 257,-

621. The police census of Columbus, taken in 1915, gave the city proper a population of 207,761. These figures are considerably augmented by the large manufacturing districts just outside of the city limits but contiguous to it.

At the time Columbus was laid out as a town in 1812, under an act of the state legislature creating the site, it was an almost unbroken wilderness, with no human inhabitants resident within its limits. Three years afterward, in 1815, its population was 700. By the federal census it was, in 1820, 1,450; in 1830, 2,437; in 1840, 6,048; in 1850, 17,882; in 1860, 18,554, and in 1870, 31,274.

The increase from 1820 to 1830 was 987, making 70 per cent; from 1830 to 1840, it was

in 1820, about one-seventh, in 1860 about three-eighths, and in 1870 nearly one-half.

From that time the growth of Columbus has been phenomenal yet steady. In 1890 the federal census gave the city as having 88,150 inhabitants; in 1900 there were 125,560; in 1910 there were 181,511, and today the metropolitan city comprises 260,000.

It is interesting to note that the first public sale of lots made in Columbus was on June 18, 1812, the same day on which the United States declared war against Great Britain. The Columbus post office was established in 1813, with Matthew Matthews for the first postmaster, who, in the spring of the next year was succeeded by Joel Buttles.



PUBLIC LIBRARY.

3,611, making 150 per cent; from 1840 to 1850 it was 11,834, making nearly 22 per cent; from 1850 to 1860 it was only 772, and from 1860 to 1870 the increase was 12,720, being over 70 per cent.

During the decennial period, from 1850 to 1860, Columbus had a severe attack of the western emigration fever which, with other causes, tended to keep down the increase of population to a low figure. But it revived in the next ten years, notwithstanding that period included the war, in which the community lost many of her best sons.

The total population of Franklin county in 1820 was 10,172, in 1860 it was 50,361, and 1870, 63,019. The proportion of the population of Columbus to that of the whole county was,

Among the other "firsts" in Columbus were: the first newspaper, the "Columbus Gazette," started in 1814; the first marriage in February, 1814, that of George B. Harvey to Miss Jane Armstrong. The first saw mill was built on the Scioto by John Shields and Richard Courtney, in 1813, a short distance below the site of the present state penitentiary. Three years later Mr. Shields built the first flouring mill on a run in the southwest section of the town.

In 1815 the first jewelry shop in Columbus was opened by William Platt. The first stores opened in Columbus were: one belonging to the Worthington Manufacturing Company, managed by Joel Buttles, in a small brick building, on the west end of the lot afterward covered by the Broadway Exchange building,

and the one owned by McLean and Green, in a cabin on the south side of Rich street, just east of the present corner at High street.

The first tavern was opened in the spring of 1813, by Volney Payne, in a two-story brick house erected by John Collett for that purpose, on the west side of High street (where the Hoster building now stands). The first school was in a cabin on the Public Square. To this, in 1814 and 1815, succeeded a number of private or subscription schools, the free public schools system not having then been introduced.

The first census of the infant capital was taken in 1815 by James Marshall. It showed a population of seven hundred. In 1815 lawyers began to locate here. The first of this profession were: David Smith, Orris Parish, David Scott and Gustavus Swan. The first market house was erected in 1814 in the middle of High street near its intersection with Rich street. It was built by contributions of the citizens in the vicinity of its location. Three years afterward the town council declared it a nuisance, and a new market house was built on State street, immediately west of High.

The first bridge over the Scioto river was built by Lucas Sullivant about 1813, under a charter from the legislature. It crossed the river at the west end of Broad street, on the road to Franklinton, where now stands the present national road bridge.

Columbus, where he fixed his permanent residence.

In 1844 the first two churches built in Columbus were erected. One was a small hewed log-house, used by the Methodists as a place of



HON. GEORGE J. KORB,
Mayor of Columbus.



STUDER AVENUE SCHOOL.

William Lusk, in 1817, published his first almanac in Columbus. It continued to be published annually for about thirty-five years.

The first physician who located in Columbus was Dr. John M. Edmiston. In 1815 or '16 Dr. Samuel Parsons removed from Franklinton to

worship. It stood on the same lot upon which was afterward erected the Town Street Methodist Church. The other was a log-cabin built by the Presbyterians, near the corner of Spring and Third streets, and used as an occasional place of worship, until it was superseded, in 1818, by a frame building erected on the west side of Front street, south of Town.

For several years after Columbus had begun to grow its streets were so obstructed by stumps, brush and logs that teams were obliged to move in zigzag directions in order to get around these obstacles. These impediments were, however, gradually removed by the citizens, who used them for firewood and building materials. In 1815 or 1816 about two hundred dollars were raised by subscriptions and used for removing the remaining obstructions from High street. Soon after the incor-

poration of the town, the streets were gradually improved by order of the council.

The town was incorporated on the 10th day of February, 1816, as "The Borough of Colum-



ATHLETIC CLUB.

bus." On the first Monday of May following, Robert W. McCoy, John Cutter, Robert Armstrong, Henry Brown, Caleb Houston, Michael Patton, Jeremiah Armstrong, Jarvis Pike, and John Kerr were elected members of the first board of councilmen.

The Franklin Bank of Columbus was incorporated February 23, 1816, and on the first Monday of September following, it was organized by the election of directors, with Lucas Sullivant for president, and A. J. Williams, cashier.

Under the direction of William Ludlow, the state agent, the first penitentiary building was erected in 1813, on the ten-acre lot designated for that purpose. It was a brick structure, fronting on Scioto street, three stories high, on a ground plat of sixty by thirty feet. The prison yard was one hundred feet square. Another and larger prison was constructed in 1818 on the same lot.

In vast contrast with the commercial importance of the city today is the early history of Columbus. But persistence and natural advantages have brought wonderful results through the later decades. The first saw mill in Co-

lumbus, which has been referred to, passed through several hands and after a time went to decay and ruin. To the first flour mill the water was brought from the east side of High street, in a race along the bank, falling upon an overshot wheel. This mill was in operation for about twelve years. During the early years of the city's history a number of breweries were started in the southwest section of the town.

In 1819 Moses Jewett, Caleb Hinston, and John E. Parker built on the bank of the Scioto, just above the western terminus of Rich street, a patent saw mill. The saw was circular and was to cut steadily ahead with no back strokes. The experience was a costly one, and the experience dearly bought with no valuable results.

Two years afterwards, Colonel Jewett and Judge Hines undertook to manufacture cotton yarn by horse power, in a frame building on Front street, between Rich and Friend streets. After some time spent in experimenting with that, and with the circular saw in the mill the spinning machinery was removed into the mill, where the manufacture of yarn by water power was continued for some years. The enterprise was finally abandoned, and the frame on Front street, long known as the "Old Factory," where the cotton spinning was first begun,



MASONIC TEMPLE.

vanished many years ago from sight, and almost from memory.

About the time the cotton spinning was in operation, Judge Hines, who had invented a machine for dressing flax without the process

of retting, constructed and put in operation, in connection with William Bain, a machine for that purpose, at the southeast corner of High street and South Public lane. It had a tread wheel propelled by horse power. Having, after some time, passed into the hands of Lafayette Tibbetts, it was continued in operation for a year or more after its construction, or till some time in 1824, when Tibbetts failed and the enterprise was abandoned.

operated for two or three years by water power. The machinery was then sold by piece-meal under the hammer, and so ended this manufacturing establishment.

John McElvain, in 1831 or 1832, built a steam saw mill at the head of the canal, where Hunter's warehouse afterward stood. Different persons had it under control for seven or eight years. It was probably not very profitable, as at the end of that time the engine and



HIGH STREET LOOKING NORTH FROM THE CAPITOL.

In 1832 a woolen factory for carding, spinning, and weaving was erected by Ebenezer Thomas and others, on a lot now on the corner of High and Noble streets. It was operated by horse power on a tread wheel. It was not profitable, having been experimented upon by several different owners. The building and machinery were removed in 1834 by George Jeffries and reconstructed on the west abutment of the canal dam. Here the factory was

machinery were sold and a warehouse erected on the same site, the mill frame being used for part of the warehouse. The latter was consumed by fire in 1843, but was afterward rebuilt.

The first successful manufacturing establishment, besides ordinary mechanic shops, was the foundry and plow manufactory of Joseph Ridgeway, put in operation 1822.

At this time when Columbus faces a possible

prospect of becoming again a "seaport" through the canalization of the Scioto and Sandusky rivers, thus forming a barge canal between Sandusky on Lake Erie and Portsmouth on the Ohio river, it is interesting to note that in "the early days" this city "shipped by



ODD FELLOWS' TEMPLE.

water." On April 27, 1827, the first excavation was made for the lateral branch of the Ohio canal to and from the state capital.

Four years later, on September 23, 1831, the first boat arrived at Columbus by way of the canal. The "Governor Brown," launched at Circleville a few days previously, had that distinction. On the afternoon of the next day, two canal boats, the "Cincinnati" and the "Red Rover," from the lake via Newark, entered the lock at the mouth of the Columbus feeder.

The first railroad to enter the city was known as the Columbus and Xenia, and later the Little Miami Railway, now operated by the P., C., C. & St. L. Ry. This company was chartered by the legislature March 12, 1844, and built in 1848 and '49. The first train was operated on February 20, 1850.

At the present time Columbus is recognized as one of the most strategic railroad centers

in the United States. It has sixteen railroad divisions operating in all directions. They are:

Pennsylvania lines west: Pittsburg division, Indianapolis division, Little Miami division, Toledo division.

Baltimore & Ohio: Newark division, B. & O. S. W.

Hocking Valley road: Toledo division, Hocking division.

C., C., C. & St. L. road: Cleveland and Cincinnati divisions.

Norfolk & Western road.

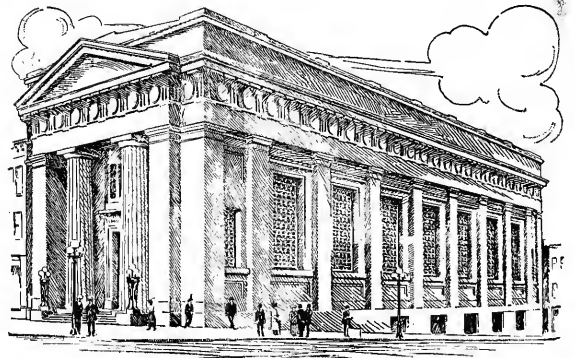
Cleveland, Akron & Columbus road—Pennsylvania Company.

Toledo & Ohio Central road: Western, Corn- ing, Eastern and St. Marys divisions.

There are eleven electric railways operating out of Columbus.

Supplementing the unusual railroad facilities, Columbus has the advantage of nearness to markets, center of population, low freight rates and quickness of delivery for shipments. These facts contribute to making the city an ideal home for more than 3,000 traveling men who reside in Columbus because of its favored location and strategic position with relation to the greater cities of the country, enabling them to be in close touch with the business of each or all of these cities.

There are more than three hundred and fifty miles of railroad tracks within the city limits and more than 35,000 miles represented in the systems converging in Columbus.



THE OHIO NATIONAL BANK,
The Biggest and the Best.

Columbus is favorably situated with reference to freight rates, being on as low a basis as any city in the country. Rates are based largely upon established rates between Chi-

cago and New York, Columbus taking seventy-eight per cent of the rate from New York to Chicago on west bound freight, and seventy-seven per cent of the rates from Chicago to New York on east bound rates.

All Columbus railroads have direct connection with each other, except in two instances, and have reciprocal switching arrangements. There are eight large freight stations in the city. One hundred and sixty passenger trains arrive and depart from the city every twenty-four hours.

The strength of Columbus' position in relation to markets and distributing facilities is demonstrated by the fact that considerably

num, Columbus outranks several entire states, including South Carolina, Montana, Vermont, Mississippi, Oregon, Arkansas, Florida, and Delaware.

Columbus is famed for its manufacturing of mining and conveying machinery; contractor's equipment, shoes, regalia, steel castings, couches, tile, dental supplies, piano stools, paints and varnishes, steel cars, oil cloth, carriages and wagons and ten thousand other products shipped to every state in the Union. The railroad repair shops of the Pennsylvania and Hocking Valley railroads are located in Columbus, employing thousands of men.

The city is also largely represented in the



ENTRANCE TO UNION RAILWAY STATION.

more than one-half of the population of the United States, or nearly 65,000,000 people, reside within a 50 mile radius, at any point of which is not more than eighteen hours by rail from Columbus. A similar circle drawn around New York, Detroit, Pittsburg, Chicago, Boston or Cleveland, includes from 10,000,000 to 20,000,000 less population.

This also means that Columbus is practically in the center of all manufacturing. The government census statistics show that sixty per cent of all the manufacturing is done in the following states: New York, New Jersey, Ohio, Indiana, Illinois, Michigan, Pennsylvania, and Wisconsin. In producing \$85,000,000 worth of manufactured products per an-

following: Meat packing, foundry and machine shops, lumber and planing mills, flour mills, printing and publishing, boots and shoes, tobacco, railroad shops, bakeries, blast furnaces, butter and cheese, furniture, petroleum refining, electric apparatus, knit goods, tin and sheet iron, gas, illuminating and heating, canning and preserving, brass and bronze, agricultural implements, patent medicines, confectionery, cars, steam railroads, chemicals, marble and stone, leather goods.

Because of its unexcelled location and numerous advantages Columbus is the ideal convention and amusement city. The city has sixty hotels, a number of which are spacious and of splendid construction, fireproof and up

to date in elegance and refinement. One hotel, the new Deshler, is nearing completion and is declared by its owners to be the finest between New York and Chicago.



GEORGE W. GILLETTE,

General Secretary of the Columbus Chamber of Commerce, Columbus, Ohio.

In addition to beautiful scenes along the Olentangy and Scioto rivers, which flow through the city, Columbus has in public parks an area of over two hundred and seventy-nine acres and in other parks an area of one hundred acres, in public grounds it has an area of nine hundred and fifty-two acres.

Among the public institutions, state and national, enjoying distinctive reputation as such, a number are of particular interest to visitors. The city being known because of the plan and scale upon which it is laid out as a second Washington city. Landscape artists and engineers of world-wide reputation are engaged in the work of enlarging a system of parks and boulevards.

Numbered with the institutions of importance are the statehouse, the state penitentiary, which is one of the oldest and most famous in the country, and in which Morgan and his raiders were imprisoned during the

Civil War; the Columbus state hospital, the ground of which comprises three hundred and twenty-five acres.

The city possesses a model water works system with an immense storage dam on the beautiful Scioto river, establishing a reservoir or lake seven miles in length, and costing \$1,500,000, while having an elevation of about one thousand feet above sea level. The city is renowned for a uniformly level street surface, of which there are three hundred miles.

The statehouse grounds form a square whose sides are six hundred and sixty feet long, or one-eighth of a mile and contains exactly ten acres. The area of the city within the corporation lines is 22,362 square miles.

In Columbus is located the Ohio State University, which has one of the most beautiful campuses in the world, comprising four hundred and forty acres, with a student body of about six thousand; fifty departments and thirty-eight spacious buildings. In addition, are a number of business colleges and a medical college whose degree of graduation is recognized the world over.

Columbus has a "McKinley Memorial" statue, accepted as a splendid work of art and lo-



DONALD K. MARTIN,

Publicity Manager of the Columbus Chamber of Commerce, Columbus, Ohio.

cated at the main entrance of the statehouse grounds. The Columbus barracks, with beautiful and extensive grounds, is the largest military recruiting station in the United States. Columbus also has a new federal building, spacious and architecturally beautiful. There are also two country clubs with beautiful grounds of large acreage surrounded with golf links, tennis courts and artistic lawns.

There are fifty public school buildings in the city; twenty educational institutions exclusive of public schools, and seven libraries; one hundred and seventy-five churches, eight chapels and twenty-six missions. Columbus is essentially a city of beautiful buildings and attractive homes.

Union Station, Athletic Club, Elks' Club, Columbus Club, Ohio Union Club, besides twelve general hospitals and a number of private sanitariums. Columbus has a model sewage disposal plant, costing \$1,200,000 and a garbage disposal plant costing one-half million dollars, both of which are pronounced the best in the country and which are taken as models for other cities.

Perhaps in no other way is the progress of Columbus more clearly marked than in the completion and dedication recently of the two elegant and palatial club houses of the Athletic Club and the Columbus Lodge of Elks, each of these organizations have memberships between 1,000 and 1,500, with applications



OLENTANGY PARK, SHOWING THEATER.

Columbus, as an amusement city, stands in the front rank. Her theatres are many and well appointed, one in particular being accepted as among the most beautiful in America, and showing at all times the best attractions. Her parks, natatoriums, skating rinks, roof gardens, etc., are open in season. The city's halls and theatres have a combined seating capacity of 40,000.

The city has a superior baseball park in the American Association. The Columbus driving park is famous throughout the country. The world's best horses are to be seen here from year to year on the grand circuit races.

Among the buildings of interest, in addition to public buildings, hotels, theatres, and magnificent office buildings, are Memorial Hall,

steadily increasing. Being finished in Columbus is the new Deshler hotel representing a value of two million dollars, and which will be ready for occupancy in September of this year.

The bank clearings in Columbus for 1915 were \$349,324,900, about \$8,000,000 in excess of previous year. The postoffice receipts in 1915 totaled \$1,167,412, an increase of \$50,000 over the previous year. The building permits for 1915 were valued at \$4,928,425. In 1914 the total was \$6,885,065. In that year permits were issued for a number of the larger buildings, including the Deshler hotel, the Elks' Club and Athletic Club, although the total number of permits last year showed two hundred in excess of the year before and showed

a wider building activity in construction of homes.

The total tax levy in Columbus for 1915 was \$13.6 per \$1,000 of valuation, including state, county, city and school levies. The total duplicate for 1916 as assessed for taxation, aggregates \$282,151,320.

Pure water and healthful surroundings account for the low death rate in Columbus, which was but 13.2 in 1915, far below the urban average. Of the twenty-six cities showing a reduction in the infant mortality rate last year, Columbus has the distinction of

better place in which to live. This organization has been responsible for the enactment of considerable modern legislation looking toward the benefit of the citizenship. All persons interested in obtaining further information concerning the city or its industries are welcome to use the Chamber of Commerce for this purpose.

The Columbus Chamber of Commerce claims the distinction of reaching out into as many fields of community activity as any organization of any kind in the world. There is scarcely a subject or matter of public inter-



IUKA AVENUE VIADUCT

standing first with a reduction of twenty-five per cent.

The death rate in Columbus of children under two years of age from summer complaint was lower than any other city in Ohio, being but thirty and nine-tenths per 100,000.

Perhaps in no other city in the United States does the Chamber of Commerce take part in as many municipal activities as does the Columbus Chamber of Commerce, through its fifty-seven standing committees. This aggressive commercial organization not only endeavors to further the industrial progress of the city but to make the city a cleaner and

est which it does not consider in one of its various departments. Not only are business concerns and industries of the city safeguarded and encouraged, but matters of civic concern and social welfare are considered and promoted.

Within the past several months the Columbus Chamber of Commerce has been instrumental in no less than a dozen modern examples of city legislation as exemplified in ordinances for paving, street improvement, creation of Franklin county conservancy board, re-establishment of refuse collection, restricting of parking of automobiles in retail dis-

tricts, street sign regulation, bureau of municipal research, smoke abatement; all of which have to do with the comfort, safety or welfare of the city. To this may be added approval and support of bonds issue for a contagion hospital and others.

Beside this broad scope of civic activities, the other activities of the Chamber are divided into an industrial department, which endeavors to bring live industries to the city and to promote those already established; the retail branch which looks after the collective interests of the retailers; the manufacturers', whole-

salers' and jobbers' branch which develops new trade relations throughout the state and country; the traffic department cares for the interests of the Columbus shippers; and the publicity and entertainment department publishes and distributes information concerning the city, furnishes news articles for newspapers, magazines and trade publications, answers hundreds of inquiries monthly from all sections of the country concerning Columbus commerce and local advantages; besides arranging for speakers, membership gatherings and various meetings.



THE KAUFFMAN-LATTIMER CO.

The Kauffman-Lattimer Co. were organized as a partnership in 1882. They incorporated as "The Kauffman-Lattimer Co." in 1888, with the following directors:

Geo. B. Kauffman,
L. B. Kauffman,
Geo. W. Lattimer,
R. R. Rickley,
Geo. W. Bright.

Mr. Wm. Altman is the buyer; H. A. Eckman, head accountant and cashier; Mr. Carl Hall, head of the order department; Mr. Roy Weimer, head of the sundries department; Mr. Geo. Weidner, head of the manufacturing

department, with Mr. Myron B. Kauffman, assistant. Following are the traveling salesmen:

Mr. J. G. W. Slemmons,
Mr. M. T. Sturtevant,
Mr. George H. Huff,
Mr. C. G. Thomas,
Mr. Charles Williams,

Mr. Corson S. Bowser,
Mh. Geo. H. Kauffman, salesman for the Apparatus department, ○

Mr. W. G. Hughes, salesman in the city order department.



J. EDWARD ORR

J. Edward Orr, of the Orr-Kiefer Studio Co., 199-201 South High street, Columbus, Ohio. J. Edward Orr and Samuel Kiefer, owners, make a specialty of high grade artistic photographic work—Portrait and Commercial—largest studios west of the Alleghenies—3 floors—awarded highest honors National Photographers' Association of America. Modern equipment throughout—only high grade material used—best workmanship—special attention given to cuts for half-tone and catalogue work. Pictures of all kinds framed,—right. The firm motto is: "Artistic Photography," "Just a little bit better than the best."

Columbus Street Car Service.

Rule 7—Do all you can to keep your car on the track. This is one of the injunctions to their men appearing in the book of rules issued by the Columbus Consolidated Street Railway Company in the horse car days of thirty years ago.

In the old town of Columbus we were proud of our car system in those days—we were abreast of the times, even though a street car

unit consisted only of four wheels, a box, two horses and a driver, and that operating on two flat bars of iron nailed to timbers running under them. It was a **man's job** to keep the car on the track in those times and when it not infrequently slipped off we all jumped out, gave the motive power a boost—then back to the car with our feet under the straw for warmth, while we perused the daily news in the light of a feeble oil lamp in the corner.

Well—those days are past and glad we are of it. Transportation facilities were equal to the times. In Columbus we have been making steady progress, until today the convenience and comfort to be experienced in our street cars is a subject much talked of throughout Ohio and in other states as well. The local company has no more enthusiastic boosters than the commercial traveler, and for good reasons; they know that the system in Columbus is unexcelled. They use the cars in many other cities; they are a wide awake bunch of fellows, given to making comparisons and it takes them but a few moments to pick out defects in any system. When they do find some imperfection in Columbus service they go direct to the officials of the company to make their suggestions or criticisms. The company for its part does not hesitate to admit that its service can not be absolutely perfect. It welcomes all suggestions or criticisms, constructive or destructive, which will offer an opportunity to better car service.

The citizens of this community do not realize, possibly, the extent of the detail work necessary to produce car rides for them. Do they know that from the coal burned to produce electric current to run the cars each day there are left 30,000 pounds of ashes, or that there are carried in stock over 4,700 different articles for use in car maintenance, or that under normal conditions only, it takes the full time of eight men to grease and clean curves? Those are mere incidents. The company requires nearly 700 motormen and conductors to handle its cars, and these are as clean-cut and courteous a lot of Americans as ever set a brake or punched a ticket. Besides these, there are over 300 in the other departments where overhead lines, equipment and roadway are maintained, and more than 400 in the Power & Light Departments; making a total of 1,450.

The company is constantly working in many different ways to better service. In the last three years 110 old short platform cars have been re-built, providing for both front and rear exits, thus making the handling of passengers more rapid. Schedules are being continually checked and revised in an effort to reduce delays to car service. A more frequent schedule of cleaning and overhauling cars is practically eliminating delays due to failure of cars in service on account of mechanical defects. Handling of cars has been made safer by more thorough instructions to platform men in a completely equipped school room. Running time on nearly every line has been reduced, this being made possible by more power, by better roadway and by improved equipment.

A Public Service corporation; a public-spirited corporation; "At Your Service," not in fancy, but in fact. We know—they've proved it.

THE OHIO OPTICAL COMPANY.

An establishment that occupies a foremost position in its special field of industry is that of The Ohio Optical Company, jobbers, manufacturers and importers of optical goods. This business was established in May, 1907, by Mr. Homer E. White, the treasurer and general manager of the company. It began in a very modest way and was located in the Union National Bank Building. The business gradually expanded and requiring larger quarters moved to 45 East Long street, where they remained but a short time as the constantly increasing trade necessitated larger and more commodious premises, and they again removed and are now located at 57 to 61 East Gay street, and still they are arranging for more space which they will occupy in the near future.

The house carries an immense line of optical goods of all kinds of the latest and best makes, specializing on Ce Kure eye glass mountings. They do all manner of grinding of lenses, having installed the very latest and most modern machinery and appliances for their particular line of work.

The Ohio Optical Company maintain a branch house in Dayton, Ohio, and the trade territory extends throughout the Central states. The business is exclusively wholesale and is becoming an important factor in the optical world. They also carry a full and com-

plete line of furniture and office equipment for oculists and optometrists, also field glasses, magnifying glasses and everything usually found in an up-to-date establishment of this nature.

Mr. Homer E. White, the treasurer and general manager, is a native of Ohio, and previous to forming The Ohio Optical Company he sold optical supplies on the road for a number of years.



THE NEW FIRST NATIONAL BANK

One of the foremost banking houses in Columbus is The New First National Bank, with a Capital Stock and Surplus of over One Mil-

lion Dollars, Deposits of Five and One-half Million, and total Resources of about Seven Million Dollars. It is an enviable position for service.

The management is composed of leading



CENTRAL UNION TELEPHONE CO. BUILDING,
Columbus, Ohio.

successful and wealthy business men of Columbus. The directors are:

Charles R. Mayers, James Kilbourne, E. W. Swisher, Henry C. Werner, A. D. Heffner, W. H. Jones, Chas. M. Wing, E. B. Gager, W. C. Mooney, Earle C. Derby. Mr. Mayers is President; Mr. Heffner is Vice President; Mr. Chas. R. Shields, Cashier, and Mr. Henry Pausch, Jr., and Edgar L. Abbott, Assistant Cashiers.

The bank, besides engaging to do everything a modern bank can do with excellent facilities in all departments, makes a specialty of buying and selling Municipal Bonds. Of these, it has sold nearly One Hundred Million Dollars without the loss of a single dollar.

THE SALESMAN AND THE BELL TELEPHONE

The United Commercial Travelers are Universal Consumers of Telephone Service.

The increase in the use of the telephone for buying and selling merchandise is made manifest by the demand for Bell Telephone Service throughout the country.

The traveling man of today realizes that by using the telephone he cuts all the waste corners, saves his time and expense, and in many instances, secures orders which it would be impossible for him to take on account of the distance and inaccessibility of his customer.

By the use of the Bell Long Distance Lines the Commercial Traveler is always sure to have his hotel accommodations more satisfactorily arranged, and his sample room awaiting the arrival of his display.

The Progressive Business-getting Traveling Salesman who uses the Popular Bell Telephone Service is always in touch with the trade and far in advance of his competitor who clings to the old methods.



THE MARIETTA PAINT & COLOR CO.
New Building, Columbus, O.

THE OHIO STATE TELEPHONE COMPANY

The Ohio State Telephone Company was formed in July, 1914, by the consolidation of fifteen Ohio independent telephone companies. The company is operating exchanges in Cleveland, Columbus, Toledo, Dayton, Youngstown, Akron, Canton, Alliance, Findlay, Fostoria, Zanesville, Lancaster, Washington Court House, Salem, including seven of the eight largest cities of the State. Altogether, it has seventy exchanges, with more than 115,000 telephones. It has also the independent long distance system of the State, connecting with more than 400,000 independent telephones in Ohio alone, and with other independent long distance systems in Western Pennsylvania, Michigan, Indiana, Kentucky, and West Virginia. It reaches many places, particularly small rural communities, not otherwise reached by wire communication.

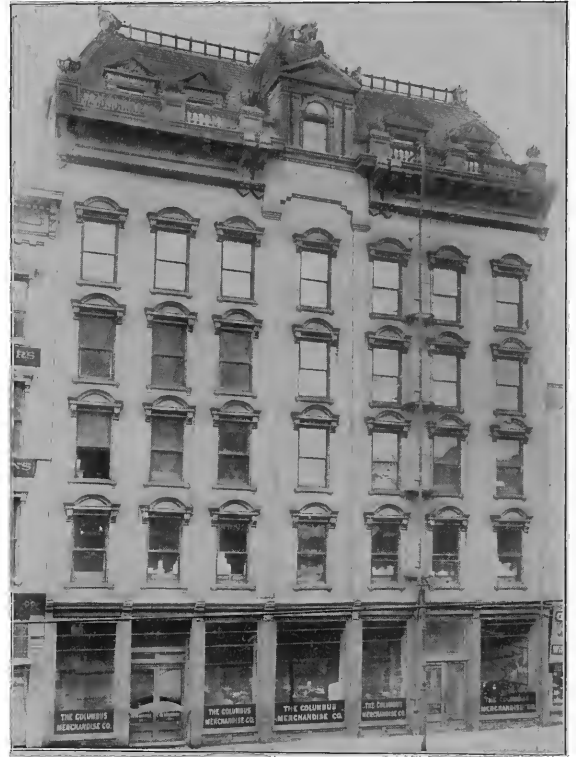
The independent telephone development all over Ohio has been going ahead vigorously. New switchboards, new cable plants, new long distance lines, and expansions and improvements generally are under way to a greater extent than ever before. The Ohio State Telephone Company is specially active in this work. Its local exchanges at Youngstown, Zanesville, Alliance, and Washington Court House have been entirely rebuilt, buildings renewed, and new automatic switchboards installed. These exchanges are the most modern and efficient possible to obtain. Two new exchanges are being added to the Cleveland system, and additions have been made or are under way in the present exchanges in Columbus, Toledo, Dayton, Akron, Canton, and other cities and towns.

Many miles of new copper circuit have been added to the long distance system. Improved operating methods and equipment have been installed. This company is making considerable use in Ohio of automatic devices in handling long distance calls. These eliminate some of the time-consuming operations necessary in manual practice, and permit the quickest and best toll service known.

The Ohio State Telephone Company is an Ohio company, directed and managed by Ohio people. Its field is primarily in Ohio. It is not trying to crowd out other telephones. It is trying to fill up the vacant places. People

will talk more by telephone than they ever have and will have their telephones more convenient. Particularly in the use of long distance service are persons in business places and homes realizing its character as a means of immediate personal communication without comparison by any other means.

THE HOME OF "FULL VALUE"



THE COLUMBUS MERCHANDISE CO.

271 to 281 North High St....Columbus, Ohio

Wholesalers of General Store Merchandise

Established 1887

Twenty-Nine Years of Continuous Business

OFFICERS

E. F. Southard.....President and Treasurer
Fred J. Clark.....Vice President
M. J. Wallace.....Secretary

DIRECTORS

E. F. Southard	L. M. Harsh
Edward Johnson	G. M. Schwartz
G. W. Bright	H. E. Smith
H. J. Booth	Fred J. Clark

M. J. Wallace

HISTORY OF ELKS' LODGE

Founded May 21, 1868, by a group of theatrical men, of which Charles A. Vivian was the moving spirit, the principles of the order soon attracted to its membership men from all walks of life and from New York, its birthplace, the lodge spread to all parts of the United States. Today Old Glory floats over 1318 lodges in the United States and territories and a membership of 450,000 Elks.

Columbus Lodge, No. 37, was instituted

time its spacious hall and rooms were outgrown. The realization of cramp led to ideas and plans for the future which have resulted in the beautiful new home in East Broad street. To the devoted energy and love of John W. Kaufman is due the undying gratitude and obligation of every member, for it was through Mr. Kaufman's interested benevolence that the building of a new home was rendered possible. He it was who found the site, who secured an option thereon and



THE ELKS BEAUTIFUL NEW HOME ON EAST BROAD STREET

September 18, 1885, and has grown and prospered until today it is known as one of the very strongest lodges in the country. It is widely known for the character of its membership which includes men of the highest type. Many of the men who are doing things that add to the material growth and progress of the city are numbered in its membership.

On June 19, 1901, the home on East Main street was formally dedicated and for nearly 16 years this building witnessed the unprecedented growth and progress of the lodge and the good fellows in its ranks. In that short

pledged his material resources for the successful fruition of the building program. And the home an established fact, Mr. Kaufman still stands behind the lodge as a guarantee of the continued prosperity and success of the undertaking.

With Mr. Kaufman as chairman, the building committee in charge of all the plans for the home was composed of the following brother Elks: James M. Hengst, Robert F. Wolfe, John Y. Bassell, C. W. Wallace, William V. Baker, William J. Bebb, John Pfeifer, William Leachman and C. C. Janes.

The McIntyre Manufacturing Co.

The McIntyre Manufacturing Company, West and Locust streets, Columbus, Ohio, whose plant is illustrated on this page, succeeded the Tippet Manufacturing Company about two years ago.

The original company was organized about fifteen years ago, to manufacture Hayden Tank Car Relief Valves, and Hayden Metallic Packing for locomotives and steam engines. The company owns patents on both these articles, and still does quite an extensive business in that line. The goods are shipped to all parts of this country and parts of Canada.

cognizing the field for light farm tractors, began experimenting in this line. The "Farmer Boy" Tractor, shown on the opposite page, is the result of this experiment.

Mr. Harry Benefiel, the designer of the machine, has had years of experience in manufacturing and selling farm implements in all parts of the country, and is therefore thoroughly familiar with the needs of the modern farmer.

The "Farmer Boy" Tractor is designed to pull any standard make breaking plows, and can be run with the front and drive wheels in the furrow or on the land, as desired.



The company claims their packing stands today without a peer, and guarantees in stationary engines the rings to last five years, with a probability of their lasting the life of the engine. In fact, they have a number of engines equipped for the past ten years in constant service without a change of rings. In locomotive service, they guarantee not less than 25,000 miles without renewals, and have had rings to last over 100,000 miles in the most severe service. They have some very fine letters from large railroads of the country, who have used the packing for years, and who vouch for the excellent service given.

A little over two years ago, the company re-

The machine will do the work of the ordinary farm tractor, and in addition is so designed that cultivators can be attached, and corn and other standard row crops cultivated in a practical way. The operator rides over the cultivator, same as when horses are used, and the rows are in full view at all times. The machine is light weight, and will not pack the soil.

Due to the distribution and efficient transmission of power, it has a greater draw bar pull, in proportion to its weight, than any machine on the market. A 4-cylinder water cooled engine, with extra heavy crankshaft, and over-size bearings, is used. Only the

very highest grade of material is used throughout. The working parts are completely covered and protected from dust and grit.

The low price, \$150.00, is due to the very simple construction and few parts. There is not a single complication in the entire machine. Every part is easily understandable, even in the novice, and every part is accessible. It is the tractor, built to meet the needs of the farmer, with the medium sized farm, the

farmer who wants high quality, simplicity, and dependability, with low operating expenses and at a fair price.

Time machines are sold through the hardware and implement dealers and automobile agents. Those who are interested, either farmers, dealers or agents, can secure an illustrated catalog by writing to the McIntyre Manufacturing Company, Columbus, Ohio.



COLUMBUS HEATING AND VENTILATING CO.

COLUMBUS HEATING AND VENTILATING COMPANY.

The Columbus Heating and Ventilating Company, located at 425-435 West Town street, Columbus, Ohio, was developed from the old J. J. Vogelgesang Company that started in business in 1870, manufacturing the first radiator furnace for residence heating. The Company incorporated in 1898 as the Vogelgesang Furnace Company and developed the Metropolitan, the Peerless, and the National coal furnaces.

Then in 1903 the company was reorganized as the Columbus Heating and Ventilating Company, started to build the Public Building Tubular Heater for Public Buildings, Churches and Schools, and a full line of sanitary cast and stamped enameled appliances.

In March, 1910, the sanitary line was taken over by the D. A. Ebinger Sanitary Manufact-

uring Company, and the Columbus Heating and Ventilating Company devoted its entire efforts to heating and ventilating work, owns and occupies the entire building as shown on this page.

About twenty years ago the company brought out a cast furnace, known as the Columbia, and then the use of natural gas through their territory necessitated the development of a combination to burn coal or gas furnace, known as the U. S. Later came the demand for a strictly gas furnace, and to meet this condition, in 1914, after years of experimenting, the Columbus Gas Furnace, see advertisement, page 59, was put on the market, and has met with unparalleled success in cities and towns where natural gas is available.

Mr. G. C. Bowman is president of the present company and has brought it to its present condition, as the largest, exclusive warm air heating and ventilating company in the United States.

The Columbus Heating & Ventilating Company

Avoids

Dust

Dirt

Ashes

Coal Bins

Odor

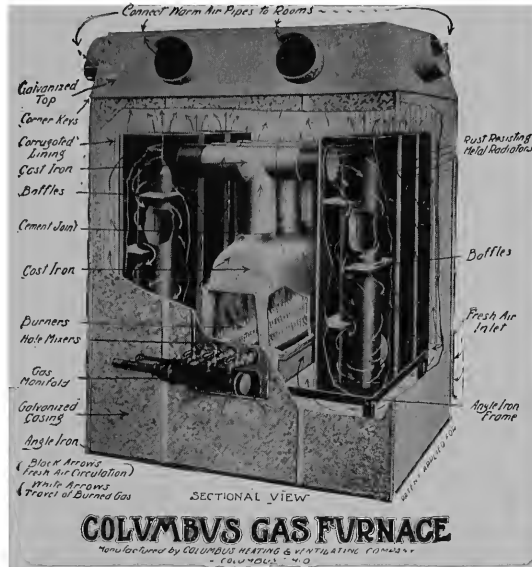
Smoke

Fumes

Noise

Work

Worry



**GAS and COAL
FURNACES**

for Residences,
Churches
Schools and
Stores.

**Columbus Tubu-
lar Heaters**

for Schools and
Public Buildings.

**Fan or Gravity
Systems**

THE COLUMBUS HEATING & VENTILATING CO. 425-435 WEST TOWN ST.

Phones: Citiz. 2759; Bell M. 2715

COLUMBUS, OHIO

THE W.E. LAMNECK CO.

WARM AIR FURNACES

FOR

GAS and COAL

**Sheet Metal Work
and Roofing**

162-164 W. Naghten St.

COLUMBUS, OHIO

Bell Main 217

Automatic 5416

Pure Food Products

Merits Unexcelled

**TELLING'S
ICE CREAM**

Sold Everywhere

**BELLE-VERNON
MILK.**

The Best

May We Serve You?

The Telling-Belle Vernon Company

245 EAST TOWN STREET

Bell, Main 523

Citizens 5161



THE NATIONAL BANK OF COMMERCE

**Southeast Corner High and Spring Sts.
Columbus, Ohio.**

OFFICERS: J. C. Campbell, President;
George T. Spahr, Vice-President; P. L.
Schneider, Cashier; Richard Patton, Assistant
Cashier; William E. Rex, Assistant Cashier.

DIRECTORS: J. C. Campbell, George T.
Spahr, F. O. Schoedinger, Daniel H. Sowers,
Philipp L. Schneider.
Depository of the Supreme Council.

U Can Testify

to the fact that courteous treatment, superior service pay in your business. It also pays in the banking business and we want you to give us a trial.

U Can Travel

anywhere and be as near to this bank as the mail-box. Do your banking by mail. Endorse and send your checks to us. We will credit them to your account and send you special advice.

NATIONAL BANK OF COMMERCE

Corner High and Spring

COLUMBUS, OHIO



Commercial Travelers

We extend to you a hearty welcome to visit our Restaurants in COLUMBUS and CINCINNATI.

Look for the "MILL" which means PURE FOOD—GOOD FOOD, prepared to please the appetite most.

Most Completely Equipped and Most Sanitary
Restaurants in Ohio

RESTAURANTS

77 SOUTH HIGH ———— SPRING & HIGH ———— 19 NORTH HIGH
COLUMBUS, OHIO
113 EAST FIFTH STREET, CINCINNATI, OHIO



THE HAYDEN-CLINTON BANK.

The Hayden-Clinton National Bank has been closely identified with the industries of Columbus for nearly half a century, since 1867. Dating from the first organization as a private enterprise, Hayden Hutchison & Co., this bank has kept pace with the progress of the City and has been of material assistance in its upbuilding. It holds a leading position among banks here in Capital \$700,000, Surplus and Profits \$600,000, with an additional asset

of Shareholders Liability of \$700,000, and General Resources in excess of \$6,500,000. Its officers and Board of Directors are recognized as business men of ability and wide banking experience. This bank owns its own building, Nos. 20-26 East Broad street, and occupies one of the finest and best equipped quarters in the City, is widely known as a sound, progressive institution.

The State Savings Bank & Trust Company

CAPITAL AND SURPLUS \$500,000

8 EAST BROAD STREET

COLUMBUS, OHIO

THERE IS NO EXCUSE in this enlightened age for you to have poor bank facilities when you may enjoy the best that a modern banking institution affords.

THIS BANK IS STRONG.
IT IS CONVENIENTLY LOCATED.
ITS EMPLOYEES ARE COURTEOUS.
IT OFFERS EVERY ADVANTAGE.

The State Savings Bank & Trust Company

E. R. SHARP, President

W. F. BURDELL, Vice President

A. W. MACKENZIE, Secretary-Treasurer

Good Service

In any business is always gratifying, but particularly so in banking transactions, as other affairs often depend upon it. Promptness, Efficiency and Accuracy are the watchwords of our business and features that appeal to our customers.

THE HAYDEN-CLINTON NATIONAL BANK

1867 - 1916

20 - 26 EAST BROAD STREET

CAPITAL, SURPLUS AND PROFITS THE LARGEST OF ANY BANK IN THE CITY—\$1,300,000.00

SHAREHOLDERS' ADDITIONAL LIABILITY—\$700,000.00

**RANKIN BUILDING**

The first absolutely fireproof building in the United States, used for business and office purposes, is the new Rankin building, at 22 West Gay street, Columbus, Ohio, the home of The Buckeye State Building and Loan Company. No wood or other combustible material has been used in its construction. Not a carpenter was employed. Not a nail was driven. Brick and stone walls, bolts, screws and rivets bind it together. All furniture throughout the building is made of metal. The doors and windows are made of iron, and the windows have asbestos shades. Even the

stepladders used by the janitors are of galvanized iron. The chairs, tables and desks are all of metal construction. The pictures are framed in metal. The sticks to lower and raise the windows are iron. The building has streets and alleys on every side and is not in danger from its neighbors. The coal is kept underground and outside of the building. It can be truthfully stated that this building, erected and owned by Mr. L. L. Rankin, president of The Buckeye State Building and Loan Company, simply could not be set on fire under any circumstances.

Appreciated

ARE THE RECOMMENDATIONS OF FRIENDS OF THE BUCKEYE STATE BUILDING AND LOAN COMPANY

1. We are conservative
2. In loaning the money deposited with our company.
3. Hence our depositors are pleased.
4. We give the fairest terms
5. To our borrowers,
6. And hence they are pleased.
7. Both depositors and borrowers recommend the Buckeye to their friends.
8. Rankin Building, 22 West Gay Street, Columbus, Ohio.
Five per cent paid on time deposits. Assets \$10,300,000.

The Spirit of Civilization

might be defined as the inspiration to gaze steadily into the future and provide for it. How simple. Just open a *Savings Account*, depositing regularly, and the *Future* will take care of itself.

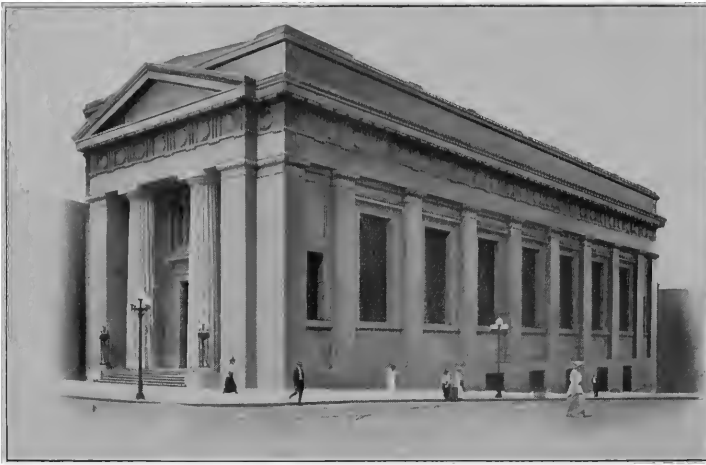
THE CENTRAL NATIONAL BANK

WHERE YOU FEEL "AT HOME"

CAPITAL \$200,000

Northeast Corner High and Town Sts.

Active United States Depository



**Capital Paid in
\$400,000.00**

**Surplus and Profits
\$500,000.00**

**100% EFFICIENT
SERVICE**

**In Every Branch of
Banking**

**High Grade Municipal Bonds of Certified Validity
Bought and Sold**

**SAFE DEPOSIT
BOXES
\$2.00 A YEAR**

THE OHIO NATIONAL BANK

Southwest Corner High and Town Streets

THE CITY NATIONAL BANK

Invites a Share of Your Business

**Commercial, Checking and
Savings Accounts**

HIGH GRADE MUNICIPAL BONDS

Columbus, Ohio

ARE YOU PREPARED ?

Men who are prepared for opportunities
and business growth associate
their business with a strong
bank, like the old
reliable.

Corner High and
Long Streets



Columbus,
Ohio

Interest is Paid on
Savings Accounts and De-
posits are accepted sub-
ject to check provided your busi-
ness is conducted along legitimate lines.

Directors: D. E. Putnam, J. A. Jeffrey, E. A. Cole, W. H. Martin, J. R. Gobey, J. M. Garard, G. A. Archer.

A THOROUGHLY EQUIPPED BANK

BUSINESS Men desire to be associated with a bank large enough,
and properly equipped to assure adequate co-operation with the
expanding needs of a growing business.

THE CITIZENS TRUST AND SAVINGS BANK
welcomes small as well as large checking accounts and is in a position to take
care of the present and future needs of Firms, Individuals and Corporations

INTEREST allowed on Checking Accounts by Special Arrangement

DIRECTORS

GEORGE W. BRIGHT Chairman, Board of Directors	J. A. JEFFREY President, The Jeffrey Manufac- turing Co.	FREDERICK SHEDD Secretary, The E. E. Shedd Mer- cantile Co.
MYRON T. HERRICK President, Society for Savings, Cleveland, O.	W. GUY JONES Capitalist	JULIUS F. STONE President, The Seagrave Company
CHARLES C. HIGGINS President, The Charles C. Higgins Company	S. G. McMEEN President, Ohio State Telephone Co.	GEORGE C. URLIN Capitalist
CARL J. HOSTER President, Hoster-Columbus Company, Inc.	P. GUY JONES President, Columbus Railway, Power & Light Company	JOHN L. VANCE, Jr. President, The Citizens Trust & Savings Bank
JOSEPH M. HOWARD Attorney-at-Law	O. A. MILLER President, The Central Ohio Paper Company	K. D. WOOD Secretary, The Central Ohio Paper Company
	EUGENE A. REED General Manager for Ohio, The Central Union Telephone Co.	

THE CITIZENS TRUST AND SAVINGS BANK
16-18 EAST BROAD STREET - - - - - COLUMBUS

The New First National Bank

33 NORTH HIGH STREET, COLUMBUS, OHIO

Capital and Surplus, One Million Dollars

DIRECTORS

CHARLES R. MAYERS
President
JAMES KILBOURNE
Kilbourne & Jacobs Mfg. Co.
E. W. SWISHER
Capitalist

HENRY C. WERNER
Wholesale Boots and Shoes
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Wing Cigar Co.

E. B. GAGER
Kinnear & Gager Mfg. Co.
W. C. MOONEY
Banker
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Buckeye Stamping Co.

We provide all the facilities of a modern, progressive banking institution, receiving both checking and savings accounts, issuing certificates of deposit, furnishing foreign exchange and travelers' checks.

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Offers Many Choice Issues of Municipal Bonds Yielding as High as

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1866

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1916

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Depository for the United Commercial Travelers

NEW LOCATION—21 SOUTH HIGH STREET

THE M. C. LILLEY & CO.

COLUMBUS, OHIO

Manufacturers of Costumes and Supplies for all Secret Societies, Uniforms for all Organizations.



Write for U. C. T. Catalog No. 181 of Council Supplies, Caps and Paraphernalia.

Write for Description and Prices of Bagmen Patrol Costumes.



The Green-Joyce Company

Importers, Jobbers and Manufacturers

Dry Goods, Notions, Floor Coverings,

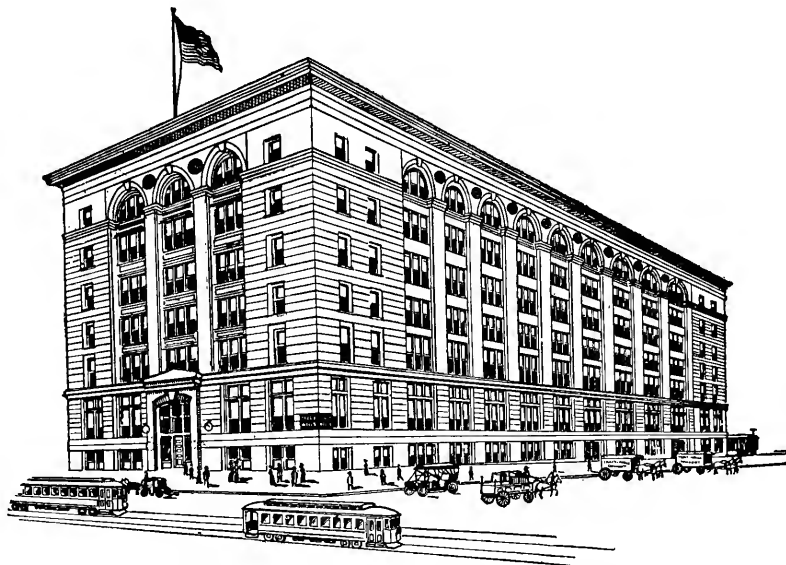
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The Green-Joyce Company,

Columbus, Ohio



COLUMBUS RESERVOIR AND STORAGE DAM.



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Importers and Jobbers

NOTIONS, STATIONERY, PAPER

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175-185 NORTH FRONT STREET

COLUMBUS, OHIO

CAPITAL CITY LAUNDRY

Columbus, Ohio

The Home of Spick and Span

Producers of Perfect
Work, Supported by
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Plant in Ohio

Compliments

of

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Beautiful, Comfortable and Centrally Located, Headquarters for Traveling Men

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BRYCE CLOTHES FOR MEN ARE AN INVESTMENT AND NOT AN EXPENSE

They Return Their Cost to
You Many Times Over, in
Lasting Style, Service and
Satisfaction

CLOTHING SHOES HATS FURNISHINGS

THE **BRYCEBROS.** co.

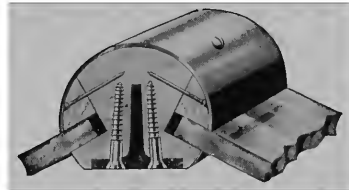
NEIL HOUSE BLOCK, OPP. STATE HOUSE

MARION RUBBER CO.

Wholesale Rubber Footwear,
70-72 E. Chestnut St., Columbus, Ohio.



Goodyear Glove Rubbers
Tennis and Outing Shoes



Use Coulson Store Front Construc-
tion for modern up-to-date store fronts.

Manufactured by

J. W. Coulson & Company
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Dealers of Glass of every description.

The Leading Hotel

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HOTEL HARTMAN

W. E. KINNEY, Manager

HOTEL JEFFERSON

L. E. DAMERON, Proprietor

LINCOLN HOTEL

D. G. BUCHANAN, Manager

NEIL HOUSE

B. H. HARMON, Manager

A Word About

Since Columbus first became Ohio's Capital City it has been noted for its "hospitable disposition."

Good hotels speedily sprang into existence and strangers were so well cared for in such a comfortable way that the hotel managers received expressions of thanks and appreciation. Today our hotel accommodations exceed those of any other city of its size in the United States—to say nothing of the million dollar structure now in progress of construction at Broad and High—the new Deshler Hotel.

Our entertaining is not experimental—it is dispensed in varying quality to adjust itself to the purse of each individual.

Don't fail to stop at one of these hotels. Only fair and proper charges

✧ **These Hotels
of the Columbus**

f Columbus


Columbus Hotels

will be made for accommodations, and under no circumstances will any charge be made in excess of the usual commercial rate.

You will find courtesy and general efficiency in each and every one of these modern hotels and we do not hesitate to say—go where you will you will find no better accommodations for the price.

Knowing that the interests of Columbus and the welfare of the “stranger within our gates” can best be served by co-operation, The Columbus Hotel Association unites with other civic bodies in their efforts to bring to Columbus favorable publicity whenever possible.

We believe in Columbus and its future and strive to courteously serve our visitors that they may speak kindly of us.

are Members 

Hotel Association

NORMANDIE HOTEL

N. A. COURT, Proprietor

NORWICH HOTEL

A. E. WOODEN, Manager

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HOTEL COLUMBUS THE ONLY ONE-PRICED HOTEL IN COLUMBUS

Columbus, Ohio.

—o—

Absolutely
Fireproof.

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All Rooms, \$1.00
with
Private Bath \$1.50

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Suite:
Parlor and
Bed Room, Private
Bath \$2.00



200 Rooms

All rooms are one
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Hot and cold run-
ning water and Tele-
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Dining room at
popular prices.

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Cafe:
James H. Butler,
Manager.

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Taxicabs, Touring Cars

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Citizen Phones:

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2559

3025

Main Office:

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Always Open.

Bell Phones:

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QUALITY

The Geo. Bobb & Sons Co.
Jobbing Grocers



DISTRIBUTORS OF

BO-AS-CO Brands
 Quality Food Products

32 East Main Street

Columbus, Ohio

COLUMBUS AGENTS—SUGAR LOAF CANNED GOODS

THE SOUTHERN HOTEL
THE HOME OF THE TRAVELING MAN

Wm. H. Moseley & Sons, Inc., Columbus, O. ROOMS WITHOUT BATH \$1 UP, WITH BATH \$1.50 UP

Comfort

Is

Our

Motto

225

Rooms



The
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 Sample
 Rooms
 in
 the
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HOME OF ORR, BROWN & PRICE, COLUMBUS.

Welcome U. C. T.

THE ORR, BROWN & PRICE CO.
WHOLESALE DRUGGISTS
COLUMBUS, OHIO

H. Butterworth & Son

Manufacturers and Retailers of

Ladies'
and Gents' **FURS**

Repairing and Altering of Every Description

120 SOUTH HIGH STREET

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Citizens Phone 2372
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(We store your furs during
the summer season the way
practical furriers do it.)

*Our
New
Home
Inspection
Invited*



*Entire
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**Engineers' and Mill Supplies.
Belting, Hose and Packings.**

**Pneumatic Tanks, Pumps, Etc.,
For Water Supply Systems.**

Kibler Clothes

For Men Who Are

Value Sticklers

Shrewd Buyers who are Keen Judges of Style, Quality and Value wear Kibler Clothes.

THE KIBLER STORES IN OHIO:

\$9.99 Stores :

20 W. Spring, Columbus.

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\$15.00 Stores :

7 W. Broad, Columbus.

Prospect at East Fourth,
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33 Stores. "One price the year 'round."

G. Edwin Smith, President.
A. O. Holliday, Vice Pres.

E. B. Yohe, Secretary.
Ernest A. Smith, Treasurer.

The G. Edwin Smith Shoe Company

Manufacturers

Ladies Medium Grades Exclusively

COLUMBUS, OHIO



THE JONES, WITTER & CO.

The Only Jobbers of Dry Goods and Notions in Columbus having
No Retail Connections

The Kauffman-Lattimer Co.

Trade—"KALATCO"—Mark

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Departments

Chemicals, Drugs, Medicines

Druggists' Sundries

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263-283 N. Front St.

Laboratory and Mills

84-90 W. Chestnut St.

Warehouse

Park St. & Penn. R. R. track

New York Office

5 Platt St.

Cable Address "Kalatco" Columbus

COLUMBUS, OHIO

The Jones, Witter & Co.

74-76-78-80-82 East Spring Street

COLUMBUS, - - - - OHIO

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Dry Goods - Notions - Furnishing Goods

STRICTLY WHOLESALE

ABRAM CLARK QUALITY 5c CIGAR



THE HIGHLAND CIGAR CO. DIST.

699 North High St., Columbus, Ohio

IBACH & RADER, Mfgs.,

NEWMANSTOWN, PA.

THE COLUMBUS MERCHANDISE CO.

271 to 281 NORTH HIGH STREET

COLUMBUS, OHIO

WHOLESALE OF GENERAL MERCHANDISE

HOLIDAY GOODS

Tin and Enameled Ware
Nickel & Galvanized Ware
Silver and Aluminum Ware
Hardware and Cutlery
Brushes, Baskets, Brooms
Woodware, Stoves, Ranges

Dry Goods, Notions

Purses, Stationery
Linoleum, Oil Cloth
Trunks and Suit Cases
Traveling Bags, Umbrellas
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Lamps and Lanterns
Bicycles and Sundries
Buggies and Harness
Sewing Machines
Show Cases and Safes

LIST OF OUR ROAD AND CITY SALESMEN

Most of whom are Members of the Order of the U. C. T.

I. R. Barnes
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J. F. Haggard
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R. H. Wing
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We sell to Merchants only---We sell at Wholesale only

SCIOTO VALLEY SUPPLY CO.

JOBBER OF

Plumbers, Gas and

Water Supplies

Long and Third Sts.

Columbus, Ohio



J. H. & F. A. SELLS

J. H. & F. A. Sells commenced business in a small way in 1880. The business grew and in 1898 the business was incorporated as The J. H. & F. A. Sells Company.

The company manufacture harness, horse collars and a general line of saddlery. The business has grown from year to year until their traveling force covers several states. In 1915 their company added the line of suitcases and bags which they are manufacturing for the trade.

Mr. F. A. Sells, Vice-President of the company, and for many years a member of the Executive Committee of the U. C. T., died in April, 1914.

The firm has built up a fine business largely

on the quality of the goods they manufacture. They occupy two five-story buildings built by them for their own use and, in addition to their own buildings, they occupy a three-story building nearby for the manufacture of horse collars. This is one of the best arranged and most convenient horse collar factories in the country.

This company has been very fortunate in the character of their salesmen representing them on the road, to whom they are glad to give a great deal of credit for the success of their business. Most of their men have been with them for years and nearly all of them are stockholders in the company. They now hold twelve memberships in the U. C. T.

THE J. H. & F. A. SELLS CO.

COLUMBUS, OHIO

WHOLESALE MANUFACTURERS OF

"SELLS" HAND LUGGAGE



Suit Cases

Bags

Trunks

Portfolios

The Columbus Forge & Iron Co.

MACHINE & DROP

FORGINGS

Columbus,

Ohio

COLUMBUS WIRE & IRON WORKS

Manufacturers of

BANK AND OFFICE RAILING, ELEVATOR
ENCLOSURES

Fire Escapes, Window Guards, Wire and Iron Fence,

Builders' and Ornamental Wire and Iron Work

540, 542, 544, 546, 548, 550, 552

West Poplar Avenue, Cor. Factory Street, Columbus, O.



ALL-GLASS-TOP SHOW CASES

Ornamental. Practical. Inexpensive

Boost your sale of small articles by using All-Glass Top Cases. Utilize space that otherwise is wasted. Display your goods on a direct line with the customers' eyes. Increase your "turn-over," avoid the accumulation of dead stock.

Used and indorsed by leading merchants throughout the country. Constructed entirely of plate glass cemented together. More substantial than your floor cases. The best medium for displaying small articles you have ever tried.

CATALOG AND PRICES ON APPLICATION

THE COLUMBUS SHOW CASE CO.

COLUMBUS, OHIO



GRANT HOSPITAL, COLUMBUS



HARRY M. DAUGHERTY

Candidate for Republican Nomination
for U. S. Senator

THE HORSE SHOE MAN



ADELBERT H. ANDREWS

CANDIDATE
FOR SHERIFF

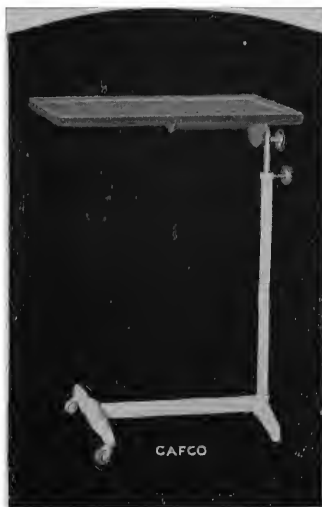
Subject to Republican Primaries August 8th

*If Better Linotype and
Stereotype than we
Make can be
Made*

We will

make it

THE OHIO METAL CO.
1131-1137 N. 4th St., Columbus, O.



Only \$5.50

THE COLUMBUS ASEPTIC FURNITURE CO.

142-148 N. Third Street,
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Sanitary Steel Products.

One of the most useful articles in a sick room. Beautiful finish as desired.

We manufacture complete equipment for Hospitals, Clubs, Lodges, Lunch Rooms, Manicure Parlors, etc.

Get our prices when next in the Market. Ask us about sick room supplies. We have them.

Hanna's Green Seal Paint---

"Knights of The Grip," you know the high quality of Hanna's Green Seal Paint, by reputation at least. Have it used on your property and you will get still better acquainted with its merits. It gives maximum wear and protection and it beautifies continually. Many beautiful colors.

The Columbus Bank Note Company

LITHOGRAPHERS
Blank Book Manufacturers

**Bank and Commercial
Stationers**

C o l u m b u s , O h i o

Tangible Commodities

fill the sample cases, the thoughts and the talk of the Commercial Traveler, then, too,

The Story of the Salesman must have these characteristics:

First, it must be truthful.

Second, it must be convincing.

Third, it must make the first sale lead to a permanent and mutually profitable and increasing business.

We hear lots of talk these days about **SERVICE**. We believe in only one kind—the kind, when talked about, which recalls such vivid thoughts as to at once make it almost an **object having form—therefore tangible—the kind we offer.**

OUR STORY

John, one of our employees, called upon his friend Sam one evening for a little chat. Sam's wife informed him that Sam had just gone to the corner grocery to get some candles, leaving one feeble light going in the dining room. She also said that as Sam had started down to the basement to tend the furnace, a spring in the snap switch broke. He attempted to mend it; he broke the porcelain switch base and lost the switch button; he tried to splice the two wires together, shorted them and blew the main line fuse; the house was in darkness; he needed a candle for use in the basement.

Sam returned in ten minutes, amazed to find the house lighted—a new switch in place—every thing serene as usual. John, knowing his Company's service policy, had telephoned the Service Clerk who got one of his trouble men just leaving the second house from Sam's. Five minutes' work was all that was necessary.

A True Story—A Convincing Story—Tangible Service, Mutually Beneficial

You Commercial Travelers have said that the street car service in Columbus was unexcelled in any similar city in this country. We thank you for that, but we want you also to talk of our Power and Light Service. We know you **will want to** when you know more about it. We give you each a cordial invitation to visit our Service and Load Dispatching Departments—there is nothing like them in Columbus and in but few other cities. You will take away food for reflection, and a desire to boost a home industry.



THE COLUMBUS RAILWAY, POWER & LIGHT CO.

Very few cigars have ever attained the success of our **MONYPENY-HAMMOND COMPANY**

Club House

CIGAR

for **5c**

We not only have attained success but are holding and increasing our sales each year.

NO ADVERTISING

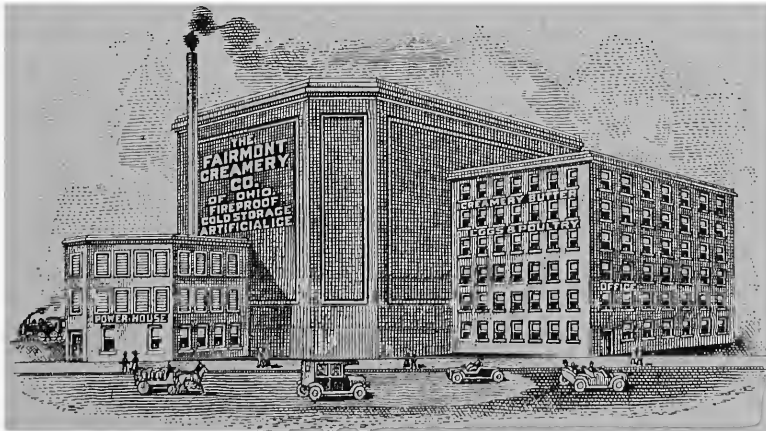
There must be something
in the quality that wins.

The Monypeny-Hammond Company, Branch
COLUMBUS, OHIO

Specify "Better Butter"

(OUR BRAND)

Just
what
the
name
implies



Clean
and
Pure

THE FAIRMONT CREAMERY CO., Columbus, O.

Long Distance Telephoning Saves Commercial Travelers

many trips, many miles of travel, many
changes of hotels, many hours and days.

Gets directions and prospects from the house.

Satisfies complaints or inquiries.

Finds new customers.

Meets the most rapid competition.

Increases business.

The Independent Lines of Ohio

are numerous, good, extending and improving. The operators are accommodating and persistent.

The backbone of the system is

The Ohio State Telephone Company

“A Great System in a Great State”

UNIFORM PERFECT QUALITY
AND MADE
UNDER GOVERNMENT INSPECTION.

COSTS ABOUT HALF THE PRICE OF BUTTER AND
WILL TAKE ITS PLACE FOR
ANY REQUIREMENT.

TAKE HOME A POUND FOR TRIAL AND YOU
WILL BECOME A PERMANENT AND
PLEASED PATRON.

CAPITAL CITY DAIRY CO.

COLUMBUS, OHIO



The H. C. Godman Co.

MANUFACTURERS OF

S H O E S

Columbus, - - - - - Ohio

The Poste Bros. Buggy Co.

Columbus, Ohio

Manufacturers of
HIGH GRADE BUGGIES

DODGE BROTHERS MOTOR CAR

It Speaks for Itself

OHIO AUTO SALES CO.

772-74-76 NORTH HIGH STREET

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580 NORTH HIGH STREET

COLUMBUS, OHIO



Supplies Raw Material
Direct from Owners' Farm

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NEW UP-TO-DATE
SANITARY

Pure Food
Superior Cooking
Home-Like Dining Room

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Try a Sack of

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Satisfaction guaranteed or money
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A valuable premium coupon on every
Package.

Premium Catalogue at your Grocer, or
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THE SAMUEL STEVENS CO.
COLUMBUS, OHIO

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Furnas "Quality" Ice Cream

Sold at Popular Fountains Everywhere.

The Furnas Ice Cream Co.

Exclusive Manufacturers of "Quality"
Ice Cream and Frozen Desserts.

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40 Years of Continuous Growth and Development has made the Jeffrey Company the World's Largest Manufacturing Concern in its line

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Elevating and Conveying Machinery
 Coal and Coke Crushers
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Write to Department 80 for catalogs on the Equipment you are interested in

THE JEFFREY MFG. CO., 980 N. Fourth St., COLUMBUS, O

New York
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Largest line of OFFICE FURNITURE and FILING SYSTEMS in Ohio

**Loose Leaf Systems
 Special Blank Books**

— Made to Order —

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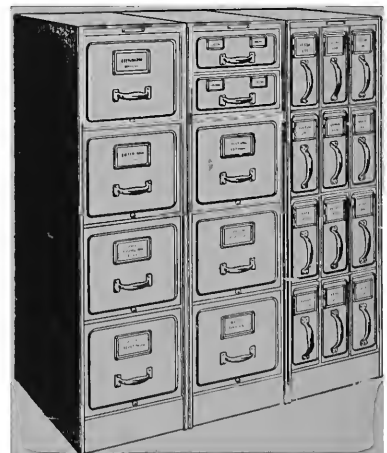
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E. H. SELL & CO.

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**Office Outfitters
 Blank Book Mfrs.**

EVERYTHING FOR THE OFFICE



John M. Thomas

Suite 607 Outlook Building
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SURETY BONDS, FIRE AND CASUALTY INSURANCE

Representing strong financial Companies whose Policy
Contracts mean protection

TELEPHONES { Bell—Main 6928.
Citizens—6964.
Res. Citizens—3684.

“The Right Fuel in the Right Place”

THERE'S LOTS OF IT

Burn It in Your Furnace

THOUSANDS DO—DO YOU?

LET US SHOW YOU THE WAY

G A S

THE IDEAL FUEL

Columbus Gas and Fuel Company
COMMERCIAL DEPARTMENT



A Case of Identification



**Modern Showcase
& Fixture Co.**

Columbus, Ohio

THE I. H. C. LINE

GRAIN MACHINES

Binders
Headers
Reapers
Header-Binders

CORN MACHINES

Planters
Pickers
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Ensilage Cutters
Corn Stalk Rakes
Shellers
Cultivators
Huskers and
Shredders

TILLAGE

Disk Harrows
Cultivators
Spring-Tooth
Harrows
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Combination
Harrows

INTERNATIONAL HARVESTER CO. OF AMERICA

(INCORPORATED)
COLUMBUS, OHIO

HAY MACHINES

Mowers
Rakes
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Sweep Rakes
Hay Loaders
Stackers
Tedders
Side Delivery Rakes
Combined Sweep
Rakes and
Stackers

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Motor Trucks
Feed Grinders
Knife Grinders
Stalk Cutters
Binder Twine
Threshers
Stone Burr Mills
Grain Drills
Cream Separators
Oil and Gas
Engines
Manure Spreaders
Fertilizer Sowers
Oil Tractors
Farm Wagons and
Trucks

— The — Griswold Sohl Co.

79 & 81 North Front St.

COLUMBUS, OHIO

Jobbers of

AUTO TIRES AND TUBES

AUTO ACCESSORIES

AUTO SPRINGS

Iron and Steel, Carriage and Wagon

Makers and Blacksmith Supplies.

**WHY
DO
GALLAGHER STOGIES SELL ?**

THE EUGENE GALLAGHER BROS. CO.
COLUMBUS, OHIO



Mr. Commercial Traveler;

YOU CAN TALK WHEN YOU CANT TRAVEL

Follow up your personal calls by a liberal use of the

BELL LONG DISTANCE TELEPHONE LINES

Wherever you may be the Bell Telephone will put you in instant touch with every buyer in your line.

The Telephone is the shortest route to any Office.

RECEIVERS CENTRAL UNION TELEPHONE COMPANY

Columbus, Ohio

Tinners and Blacksmiths Supplies and
Tools.

THE H. MITHOFF & CO.

Jobbers of

Hardware, Tin Ware, Sheet
and Bar Iron, Tin Plate,
Nails, Glass, Paints, Etc.

284 S. High Street,
Opp. Great Southern Hotel.
COLUMBUS, OHIO.

GOLDEN RULE PURE FOOD PRODUCTS



Were Given
37-AWARDS-37
Gold, Silver and
Bronze Medals
and Honorable
Mentions at the

Panama-Pacific International Exposition
A WORLD'S RECORD
in competition with the World.

They are sold DIRECT TO YOU—a
postal will bring a salesman.

The Golden Rule House

The Citizens' Wholesale Supply Co.
Columbus, Ohio, U. S. A.

Young men interested in Salesman-
ship write General Sales Manager.

Bell Main 3244
Automatic 2762

HARRY C. HUGHES

FIRE INSURANCE

New First National Bank Bldg.
COLUMBUS, OHIO

LARGEST IN CENTRAL OHIO

HISS STAMP WORKS

RUBBER, BRASS AND STEEL
MARKING DEVICES

OFFICE AND FACTORY SYSTEMS
53 E. Gay St. Columbus, O.
Ground Floor

BEST IN THE STATE

Manufacturers of C. & L. STOGIES

The Crane Cigar Co.

1201 N. HIGH STREET

Wholesale

Cigars & Candy

Special Agents for

JOHNSON'S
CHOCOLATES
and GIRARD CIGARS

Citz. 16736 Bell, North 208

TRY OUR LITTLE C. & L.

"We Are Upstairs" "We Are Upstairs"

Wear-- Monroe Clothes

Improve your Appearance
Decrease your Clothes Expense \$10.00

WALK ONE FLIGHT
SAVE \$10

Guaranteed \$25 Suits, Overcoats
and Evening Clothes **\$15**

(Second Floor)

153 N. High St. Over Exhibit Theatre

"MAKERS OF GLASSES THAT FIT"

THE STATE OPTICAL CO.

OPTICIANS

Columbus, Ohio

244 North High St.

Bell Main 1999
Citizen 7247

THE ANDRUS-SCOFIELD CO.

Importers—COFFEE—Roasters

RANDOLPH, WEST AND NAGHTEN
STREETS

Columbus, Ohio

Grinders of Standard Powdered and
XXXX Sugars
Peanuts and Peanut Products



FRANK SHINN

Candidate for the
Republican Nomination for
COUNTY AUDITOR

Primaries August 8, 1916

FOR CONGRESS
12th Ohio District (Franklin Co.)



ULYSSES S. BRANDT

Attorney at Law, Columbus, Ohio
Republican Primaries, - - - - August 8, 1916

STEPHEN A. STILWELL



Former Auditor
Warren Co.,
Lebanon, O.
Candidate for Re-
publican Nomination

**AUDITOR OF
STATE**

Traveling Salesman
7 Years
Member U. C. T. No. 1

Primary, August 8, 1916



WM. (BILL) SLACK

County Jailor

Candidate for

SHERIFF

Subject to Democratic Primaries
August 8th, 1916



H. W. BOYER

Republican
Candidate for
SHERIFF

Subject to
Primaries,
Aug. 8, 1916

The SCIOTO VALLEY TRACTION CO.

VALLEY ROUTE

Hourly service between
COLUMBUS

Chillicothe Division Cars Leave Columbus on the Half Hour	Lockbourne	Lancaster Division Cars Leave Columbus on the Even Hour	Groveport
	Ashville		Canal Winchester
	Circleville		Jefferson
	Hayesville		Lockville
	Kingston		Carroll
	Kinnikinnick		Hooker
	Chillicothe		Lancaster
and Way Points			

Special Rates to Commuters and Special Parties, and for Chartered Cars. Two Freight Trains each way daily, except Sunday.—Express Service at Freight Rates.

For Rates and Information call on or Address any Local Agent.

N. E. REES, Pass. Agent J. O. BRADFIELD, Gen. Freight Agent

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THE OHIO FINANCE COMPANY

Bank of Commerce Building
Cor. Spring and High Sts.
Columbus, Ohio

Citz. 8082 Bell 6660

THE DEAN & BARRY CO.

Manufacturers of

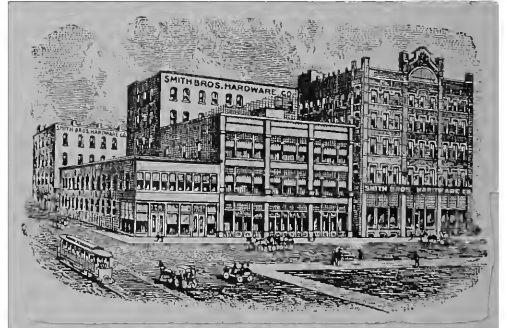
*D. & B. High Grade
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COLUMBUS : : OHIO

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Wholesale Only

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"CLARDAVI" HATS

For the wives, daughters, mothers,
sisters and sweethearts
of the U. C. T.

"They add to their Charm."

Manufactured by

The Clark - Davis Co.

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Sold by all reliable Millinery Dealers.



We have one of the largest optical plants in the Central West; equipped with the latest machinery for making lenses, frames and mountings.

Our SPECIALITY is in filling Oculists and Optometrists prescriptions.

We carry a complete line of optical goods of all kinds, ophthalmic instruments and office furniture.

**THE OHIO OPTICAL
COMPANY**

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The above is the title of our handsome illustrated catalog book on Pony Vehicles and Pony Harness. It illustrates the largest and most complete and lowest priced line of pony styles made. If you contemplate the purchase of a pony vehicle or harness, send for this book.

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We also issue catalogues on full sized vehicles and harness.

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No. 6 E. Broad St.
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The Chase Economy Road Maker and Grader

THE MONARCH OF THE HIGHWAY

We manufacture this machine to meet the growing demand for BETTER ROADS, BETTER MACHINERY for MAKING ROADS, and MAKING BETTER ROADS at a LOWER COST.

We GUARANTEE a GREATER NUMBER of MILES in the same length of time. A BETTER ROAD when finished and at a MUCH LOWER COST per mile.



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COLUMBUS, OHIO

See Illustrations on Pages 6 and 7

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\$2 Hats our specialty

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Hatters and Haberdashers.

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POLISHED PLATE & WINDOW GLASS

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The ONLY EXCLUSIVE PLATE and WINDOW GLASS HOUSE IN THE CITY

PAINTS, STAINS,
FILLERS, OILS, EVERY-
THING A PAINTER USES.

*Here's the Place to get
them in any quantity.*

Better equipped than ever to serve central Ohio, since we've gotten into our new and modern building at 60-62 East Chestnut Street.

Tell your wife to look up SPARTANA the most wonderful varnish stain ever offered to the public.

THE MARIETTA PAINT & COLOR CO.

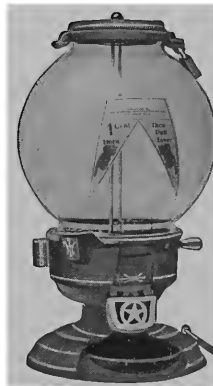
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Dayton Paint Supply Co.,
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Steubenville, Ohio.
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patronize Columbus
Machines.

Made by

**THE COLUMBUS
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WORKING MACHINERY**

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Established 1850

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a Specialty

We Have Everything for

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THE AMERICAN TRAVELING MAN

is a nation famed man. He elbows the biggest; he looks the best; he commends respect; his face and clothes are his toilet. He wears Custom Tailored Clothes. Passing through a crowded street, a hotel lobby, a hundred eyes measure him, but he is confident of his appearance. He has entrusted his clothes cares to the custom artist, through the travelling man. Custom Tailoring upholds its dignities as an art.

In return Custom Tailoring upholds the splendid dignity of the American Commercial man as the best dressed man in the world.

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makes the best clothes for the least money.
\$18.00 to \$40.00

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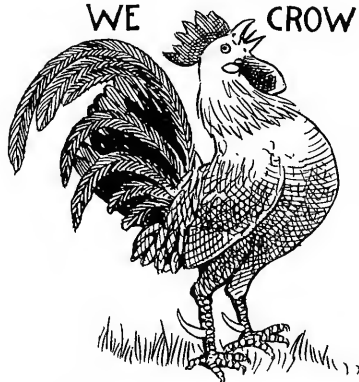
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Try our Prompt Mail or Telephone Service
We Either Have it in Stock or We Make it

Never Let Up. Push wins ninety-nine times out of a hundred.

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Because we are privileged to help entertain the Traveling Men. Our latch string is always out, so come and see us.

The Hershey-Rice Mfg. Co.

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WORKING MEN'S CLOTHING

Mackinaw Coats, Pants, Shirts and Overalls
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Insurance Co.**
of Boston, Mass.

All the Policies of the John Hancock are in conformity to the rigid requirements of the Revised Statutes of Massachusetts and to the laws of all the States in which it transacts business.

The gross assets of the Company on December 31st, 1915, were.....\$127,361,388.95

The reserve for policies and for sundry minor liabilities aggregated \$119,631,183.67

The unassigned or safety funds, measured upon the Massachusetts standard, were.....\$7,730,205.28

J. C. CAMPBELL, State Agent

FOR OHIO AND WEST VIRGINIA

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The Hayden-Corbett Chain Co.

Manufacturers of WELDED CHAINS of
Every Description

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Citizen 2510 Established 1860 Bell, Main 7063

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Prompt Service to Weddings, Parties, Socials
and Lawn Fetes

"Purity" Ice Cream : Confectionary, Birthday
and Ices and Wedding Cakes

456-458 SOUTH HIGH STREET

Are You Trying to Re- duce Your Traveling Expenses?

If you pay \$1.50 to \$2.50 per day for room with private bath, you can save from 33⅓ to more than 100 per cent. on your next visit to Columbus, Ohio, if you stop at

THE LENOX Fire Proof Hotel

The location is West Goodale street, opposite Goodale Park, five minutes north from Union Station, ten minutes from business center. In the next block to U. C. T. Temple of Columbus Council No. 1. European Plan only.

Take Neil Avenue or Arlington cars at Union Station.



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cleans windows, floors, skylights, ceiling, walls, woodwork by the week, month, year or job.

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THE HOUSE OF ELECTRIC SERVICE



We carry a full line of
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Merchandise

**THE AVERY & LOEB
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Established 1856

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MANUFACTURES—

Metal Ceiling, Cornices, Skylights, Kalamein Doors, Roofing and other Sheet Metal Products.

Do not forget the name and address.

For estimates and prompt service call Citizens 2178, Bell M. 178

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PINS and
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THE OFFICIAL SHAPE
WITH YOUR OWN COUNCIL
NAME AND NUMBER

YOU WANT THE BEST
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MILD HAVANA CIGARS

FOR SALE
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**Sash
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Glass
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We can Supply any thing in Millwork
Large Catalogue Free

THE TEACHOUT SASH, DOOR & GLASS CO.
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THE A. TEACHOUT CO., CLEVELAND

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MALLEABLE CASTINGS

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All together Boys, let's boost



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WOMEN

MISSSES

CHILDREN

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Accept the
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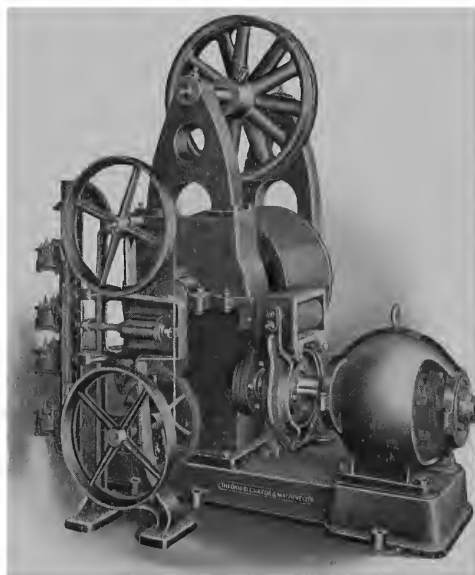
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BETTER BREAD

When in the Capital City do not fail to
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The Brenneman Bakery Co.

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FULL AUTOMATIC PUSH BUTTON
Passenger and Freight Elevators
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***Buy Your Paint Direct
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A saving of 25% or more. The Middleman adds nothing to the quality of the paint you buy.

A Paint or Varnish for every use. Let our color card help select the next you use.



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**HEATING and
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Prompt and Dependable
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Our installations now in operation in every section of Ohio and throughout the Central States. Every installation a reference.

Send us your plans for estimates or let us know your needs and we will help you solve your problems.

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POSTER ADVERTISING IS PROMI-
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Five Cent Cigars

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Sold only through the Jobbing Trade.

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Modern and expert system of laundry, cleaning and dyeing the name TROY insures.

Everything for the household.

Everything for every member of the family.

Even Window Shades—

Dry cleaned by our own process.

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THE OHIO BUILDING & LOAN CO.

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To the User---

We manufacture only the highest
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INKS *and* PASTES

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Citizens Phone 3230 Bell Phone 1230

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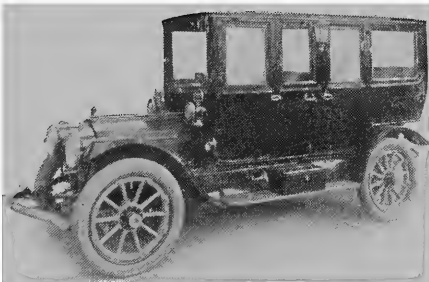
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28 to 38 North Water St.

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U. C. T. official garage.

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**WHOLESALE
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616 West Mound Street
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*Table Oil Cloth is used
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Ask your dealer for

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For sale by all the leading jobbers

THE COLUMBUS OIL CLOTH CO.

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**Talk, Boost and Smoke
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5c and 10c

FOR SALE EVERYWHERE

HOOFFSTETTER BROS.

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Never Close

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Calls answered promptly by careful
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ARTISTIC FLORAL DECORATORS
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Flowers for all occasions

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They stand the sun, rain, wear and tear
"Their face value many times our price"

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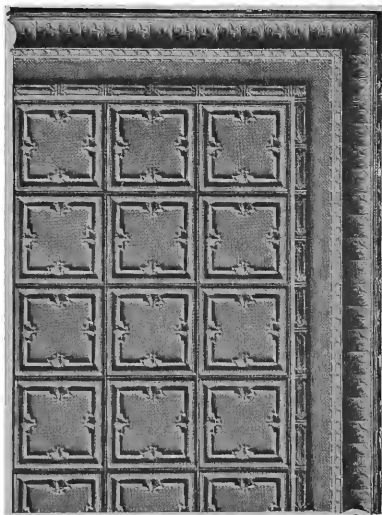
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J. T. BEHLING

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SCHOEDINGER'S Universal Lock Joint
METAL CEILINGS
ARE FIRE RESISTING, ECONOMICAL
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Our Fire Proof METAL WINDOWS and
Tin-Clad FIRE DOORS bear the Under-
writers' label.

F.O.Schoedinger, Manufacturer, Columbus, O.

MIXERS--

Concrete Mortar Plaster



A Mix a Minute—Made in Columbus, O.
Used all over the world

THE JAEGER MACHINE CO.

213 W. Rich St. COLUMBUS, OHIO

GOOD TAILORING AT THE RIGHT PRICE

\$20.00, \$22.50 and \$25.00

is not too much and not too little to pay for a suit made to your own individual measure. We put the snap in them that is necessary to give you that real individuality.

Sure we make clothes at \$35.00 and \$40.00. We are fully equipped to give you the best at any price.

THE YONTZ & EBRIGHT TAILORING CO.

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MAURICE E. LANGAN, Manager

One Half Block From Union Depot

Rates 50c, 75c, \$1.00

Baths, Telephones, Electric Lights

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Exclusive Haberdashery

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C. M. Sherman

FOR THOSE WHO DESIRE SOMETHING BETTER

Good Ventilation Means Good Health

You take all kinds of precaution to eat clean food! How about the air you breathe in your bed room, your living room, your home?

Have warm comfortable living quarters. But safeguard your health—insure the right amount of fresh air for your lungs, by properly heating and ventilating your home with a

“LOWCOST GAS FURNACE”

Best for Heat—Best for Health

It ventilates. It pours mixed heat and oxygen into the home, drives out the foul air. It makes your home a more comfortable and healthful place to live in.

Cost of installation and operation lowest of any efficient heating systems. NOTHING compared to the HEALTH it protects. Think it over! FREE INSTALLATION PLANS

Come in today and talk things over with us. Let us figure out just the plan you need. No installation—no charge

THE IDEAL HEATING CO.

SOLE MANUFACTURERS OF

The Low Cost Gas Furnace

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COLUMBUS, OHIO.

LOW COST NOT IN
CONSTRUCTION
BUT IN
CONSUMPTION



SAFETY
EFFICIENCY
DURABILITY



• TRADE MARK •

JAMES ROSS

James Ross, former sheriff of Franklin County, is now and has been for twenty years, the recognized leader of the Democratic party in the county. His strength lies in the fact that he keeps his word. Democrats admire and Republicans fear his leadership. Many splendid victories have been achieved in city and county under his direction. His rare ability as a leader of men, his loyalty to friends and devotion to principle attracted attention to him long ago, and for a number of years he has been prominent in the councils of the party in the state.

Mr. Ross is a man of affairs also, and is a large owner of Columbus real estate. He is prominent as a club man and is recognized for his push and energy, as one of the "boosters" of the Capital City of Ohio. He probably has as large personal acquaintance among the Columbus "Knights of the Grip" as any man in the city. Mr. Ross is married, the father of one child, a son, and is domiciled with his family at the Southern Hotel, Columbus, Ohio.

**FOR CONGRESS
12th OHIO DISTRICT**



JOHN E. McCREHEN
Subject to
REPUBLICAN PRIMARIES
August 8, 1916

COMPLIMENTS OF

Malcolm McDonald

Treasurer of Franklin County

BOTT BROS. 161 NORTH HIGH STREET
COLUMBUS, - - OHIO

BILLIARD PARLORS

ONE OF THE SHOW PLACES IN THE CITY

Carson P. Crane Joseph W. Hamiel
Rodney E. Gregg Elmer E. Hamiel

**Crane, Gregg & Hamiel
Hat Company**

Jobbers of

HATS, CAPS, STRAW GOODS
and
SWEATER COATS

38 East Spring Street,
COLUMBUS, O.

**THE COLUMBUS
STRUCTURAL STEEL CO.**

H. E. Kunzman, Mgr.

West End Buttlles Avenue

*Steel and Iron for
Building Purposes*

Fabrication and Erection

Warehouse Department Bell, N. 2151

Building Accessories Citizen 9081



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Illustrations and Engravings for all Purposes



HON. SAMUEL L. BLACK
Has Nation-Wide Fame as Juvenile Magistrate

Member of Columbus Lodge No. 30 (for life), member Masonic Veterans' Association, 32° Mason-Scottish Rite, Knight Templar, Alladdin Shrine.

Judge Samuel L. Black, whose work in various lines has been of substantial benefit to the Capital City, is well known to the public as a prominent lawyer and as a public official who in every relation has proven most loyal to the general welfare. No work of his life, however, deserves greater commendation nor has produced more far-reaching results than his labors as judge of the juvenile court.

Citizens Phone 2243

Bell Phone, Main 5879



Columbus Savings and Trust Building

N. E. Cor. High and Long Sts.

COLUMBUS, OHIO

COLE

DORT

The Curtin-Williams Auto Co.

207 North Fourth Street

Get a Demonstration—That's All

COMPLIMENTS

and

BEST WISHES

of

C. Q. HILDEBRANT

Secretary of State

THE MIDLAND MUTUAL LIFE INSURANCE CO.

OF
COLUMBUS, OHIO

Commenced Business July 2, 1906

A Company Organized Under Ohio Laws

A History Without a Blemish

A Management Which is Conservative

A Net Cost Which is Low

Methods Which are Progressive

A Growth Which is Phenomenal

Policies Which are Liberal

Insurance in Force Over \$18,500,000

Assets Over \$1,850,000.00

W. O. THOMPSON
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The Keever Starch Company

Manufacturers of

HIGH GRADE STARCHES

Victor Mill Starch

Crystal Victor Laundry Starch

Imperial Wheat Starch

COLUMBUS, OHIO



ROBERT P. DUNCAN

Prosecuting Attorney
Franklin County

Candidate for Second Term

Bell Main 698

TELEPHONES

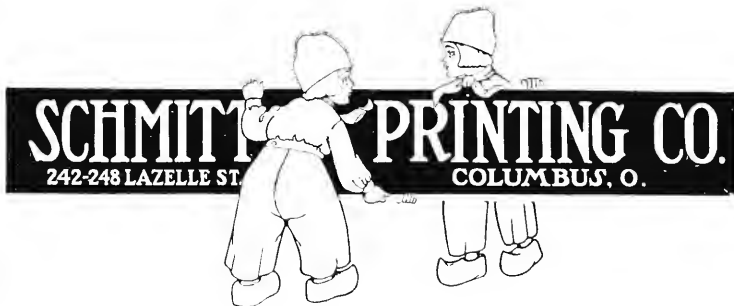
Citizens 2696

The F. J. Heer Printing Company

Book and Job Printers

Catalogues and Books

Binding

55-59 E. Main Street, Columbus, Ohio

CINCINNATI

Cincinnati, Ohio, is located near the southwestern extremity of the state of Ohio, and very close to the center of population of the United States. The location of the city was originally laid out on the north bank of the Ohio river. This location has resulted in an embarrassing situation in so far as the census figures of the population are concerned. The city of Cincinnati has a population of 420,000 spread over an area of seventy-two square miles. It is larger in area than St. Louis, Boston, Cleveland, Baltimore, Pittsburgh, Detroit, Buffalo and San Francisco. In estimating its size and population no account is taken of the 200,000 people in the cities of Covington, Newport, Bellevue, Dayton on the other side of the Ohio river. It is a fact, however,

The city of Cincinnati is the center of a population of 76,000,000. It is counted as a rate breaking point, a decided advantage in freight rates over other cities, located either north or south of the Ohio river. It is served by sev-



GOVERNMENT SQUARE.



CITY HALL.

that the major portion of these people are employed on the Cincinnati side of the river. The census of the United States government by estimate of 1914 gives Cincinnati a population of 600,000 in its metropolitan district.

enteen railroads, more than any other city along the Ohio river. In its vast district is a great agricultural, mining and manufacturing population. Thirteen and one-tenth per cent. of the manufacturing of the United States is done in the five states—Ohio, West Virginia, Kentucky, Tennessee and Indiana—Cincinnati's nearest market territory. Cincinnati is the gateway through which moves a great volume of traffic between the north and south and between the east and west. For a large portion of this traffic between the north and south Cincinnati is a rate breaking point which makes it a neutral distribution center for each

region of the products of the other, and with decided advantages in freight rates over cities located north and south. The switching limits embrace the entire Cincinnati industrial district, both in Ohio and Kentucky, extend approximately twenty-five miles east and west and about twenty miles north and south. All Cincinnati lines have in effect reciprocal switching arrangements, under which indus-

are sent from Cincinnati daily, loaded through to destination or to distant transfer points, assuring the delivery of less than carload shipments in practically the same time as straight carloads. This service is available over thirteen railroads to points as far west as the Pacific Coast, east to the Atlantic seaboard, south to the Gulf and north to the Great Lakes.

An examination of the industrial map of Cincinnati, published by the Cincinnati Chamber of Commerce, indicates at once the great number of freight stations and team tracks. Warehousing facilities, now fairly adequate, are soon to be increased materially, definite plans to that end having been made by several railroads. Yardage area has been greatly enlarged in the past few years.

Cincinnati is the only city in America which has its own railroad. This circumstance has resulted in Cincinnati being called the longest city in the world. Some forty years ago it became apparent that the progress of the city commercially depended upon its ability to tap the vast resources and products of the south. There was no railroad at that time serving the south from the north and the business men of Cincinnati determined to render this service. After considerable agitation the Ohio Legislature gave permission to the city to build a railroad south. The city accordingly secured a right of way from Cincinnati to Chattanooga, three hundred and thirty-five miles directly south. This right-of-way is one hundred feet in width and it is as much the property of the city as any of its streets. It was found more profitable to the city to lease this railroad to a private company than for the city to operate it. The road is now leased by the Cincinnati, New Orleans and Texas Pacific Railroad Company and brings to the city an annual revenue of nearly \$1,000,000. The scheme was a daring one, but it was carried out at a time when the development of the south depended upon effective railroad communications. The railroad was of vast benefit to the south and was also a benefit to manufacturers and merchants of Cincinnati. The sum of \$20,000,000 was originally invested by the city and the property value is now estimated at \$60,000,000.

Cincinnati is a city of substantial growth, a city of wealth. Her expansion up to 1890 was steady, but never rapid. Since 1890 her growth has been only average, but the solidity of her



SECOND NATIONAL BANK.

tries located on one line can receive and forward their carload business via any other line under switching charges which are reasonable and which in most cases are absorbed by the line receiving the revenue haul. Cincinnati shippers also enjoy the privilege under the trap car traffics of loading in cars at their plants less than carload shipments for different destinations. Over six hundred package cars

industrial establishments has rendered her unusual among the cities of America because of continuous prosperity. One of the most important reasons for this is that the dominant industry in Cincinnati represents less than ten percent of the whole of her industries. Hence, with the entire machine tool industry out of commission, the city may yet maintain ninety percent of her normal output of products. Cincinnati's period of conservatism was perhaps longer than that of any other large city of America, but a new generation has awakened to the importance of expansion to keep pace with the other large cities. This work of exploiting Cincinnati is in the hands of her Chamber of Commerce, a model commercial organization with 4,000 business men as members and with seventy employes working along special lines for advancement. These employes are distributed in fourteen departments, each in charge of an expert, and the results achieved in the last three or four years have been so remarkable that Cincinnati's commercial organization is looked upon as a model safely to be patterned after throughout the country. The improvement of Cincinnati organically has been noticed in a general way, but there are a number of specific outward changes which are worthy of chronicling.

To begin with Cincinnati has one of the few municipal universities in the United States. This university is the pinnacle of the school system, which begins with the kindergarten and runs by carefully graduated courses through elementary, middle grades and high school work to the university. Night schools are provided for the toilers, and the advantage taken of these schools is remarkable manifestation of the modern awakening to the need of higher education.

The population of Cincinnati from 1906 to 1914 increased fourteen and three-tenths percent, but the enrollment of high schools increased two and ten and three-tenths percent, just fifteen times the percentage of population increase. Great new high school buildings accommodating thousands of pupils have been built and are building. Their courses are remarkable for their diversification and comprehensiveness, and that they produce results is shown by the fact that the University of Cincinnati has an enrollment of 2,600 pupils.

Other schools and colleges are numerous, specialization being carried out to such an ex-

tent that the seeker for knowledge may have his appetite fully satisfied.

An important work of the city of Cincinnati is the recent completion at a cost of \$4,000,000 of a municipal hospital. It consists of twenty-nine buildings and is the most modern hospital in the world. Every bed is free. In connec-



UNION TRUST BUILDING.

tion with this a fund of \$500,000 has been raised for the endowment of a medical school, which is a part of the University.

A new courthouse is now being built in Cincinnati, costing \$2,000,000.

Congestion of the city is being eliminated by the awakened people, by means of a new \$7,000,000 Rapid Transit and Subway system, work on which will be commenced this summer.

Cincinnati is noted for a large number of very beautiful and interesting things. Entitled to first mention is the Cincinnati Zoo-

logical Garden, which ranks among the very best of its kind in the United States, if not in the world.

Notable among the wonderful things the municipality of Cincinnati has been able to accomplish is the improvement of parks and park-ways. The city has nearly 3,000 acres of improved public parks. The oldest of this system is Eden Park, located at the crest of Mt. Adams, which contains about four hun-

opening game of the season nearly twenty-seven thousand people, a crowd larger than at any other opening game of the season, with the exception of New York and Chicago.

Across the river from Cincinnati on the Kentucky side is located the Latonia Race Track, which during racing seasons brings thousands of persons from the surrounding cities. Another attraction for visitors is Ft. Thomas, across the river from Cincinnati in the Kentucky Highlands. The Ft. Thomas reservation contains one hundred and eleven acres and fifty-nine buildings, and is used as an infantry home. The water tower is a stone structure, one hundred and twenty feet high and is surrounded by a beautiful residence district, and from the Fort may be had what is said to be the finest river view in the United States.

Things of interest in the old-town district are many, several of a historic nature. For example, there is the Tyler Davidson Fountain, which was given to the city by Henry Probasco as a memorial to Tyler Davidson, a public-spirited citizen of the old days of Cincinnati. It was cast at the Royal Bronze Foundry in Bavaria, and is made of old cannons picked up from numerous battlefields of Europe. It cost \$200,000. The old St. Peter's Cathedral, the hall where Robert G. Ingersoll made his famous "Plumed Knight" speech in nominating James G. Blaine for president, the inclined planes which lift cars from the downtown levels to the top of the surrounding hills, Music Hall, on Elm street, opposite Washington Park, built by public subscription as a testimonial to Cincinnati's standing as a music-loving city, and other things of much interest. Lovers of good music can always find something of interest in Cincinnati, which has its own Symphony Orchestra, its famous College of Music, Conservatory of Music, and other musical schools.

There is the Observatory of the University of Cincinnati, which is located on Mount Lookout, six miles from the center of the city. The grounds comprise four acres on the summit of the hill, donated by John Kilgour, who also gave \$10,000 toward erecting the building. The first weather reports ever sent out were from Cincinnati.

There is a good supply of American labor, skilled and intelligent. There are low rates



UNION CENTRAL LIFE BUILDING.

dred acres. When the late King Edward of England visited Cincinnati while Prince of Wales, he pronounced Eden Park the most beautiful park of any he had yet seen in all his travels.

Cincinnati is proud of the fact that it is the home of organized base-ball, the first salaried base-ball club in the country having been formed here in the sixties. In 1912 the Cincinnati Base-Ball Club dedicated a magnificent new ball park, which housed on the day of the

on gas and electric power, and close proximity to the highest grade coal fields, and sources of iron and wood. Telephone service is equal to any in the country, taxation is low, temperature is comparatively mild, in winter and summer, with few extremes of heat and cold. The cost of food in Cincinnati is low. The city has a splendid health department safeguarding the health of the community. In educational facilities it is exceeded by none.

On account of central location Cincinnati has at its door the three essential things to

Salaried officials, clerks, etc....	12,646
Total factory employes.....	92,978
Factory payrolls	57,337,552
Materials used	139,107,661
Factory output	260,339,619
Bank clearings, 1914.....	1,293,367,050
Banking capital, 1913.....	19,347,300
Deposits, 1913	127,407,089
Total banking assets, 1913.....	128,480,478

In conclusion, something should be said concerning the Cincinnati Chamber of Commerce, an organization of 4,000 business men,



THE BALDWIN PIANO FACTORIES. CINCINNATI.

most lines of manufacture—fuel of the highest quality, low in price and with ample supplies at all seasons of the year; lumber—hard and soft wood; iron—northern and southern with low transportation rates, clay, lime, cotton and certain mineral deposits are easy of access. Cincinnati does not depend upon any single material for its industrial success.

The following figures should be of general interest:—

Capital invested in industries..	\$212,554,469
Wage earners	80,332

which was founded seventy-seven years ago. Until a few years ago the organization was almost exclusively a trading body, but with the growth of modern ideas and the need of the centralization round which schemes for development in every line must gather, its activities now extend over a wide field and may include almost every movement for the welfare of the city. Through the efforts of some fifty active committees the development of Cincinnati in every line, business and civic, is carefully watched and weighed.



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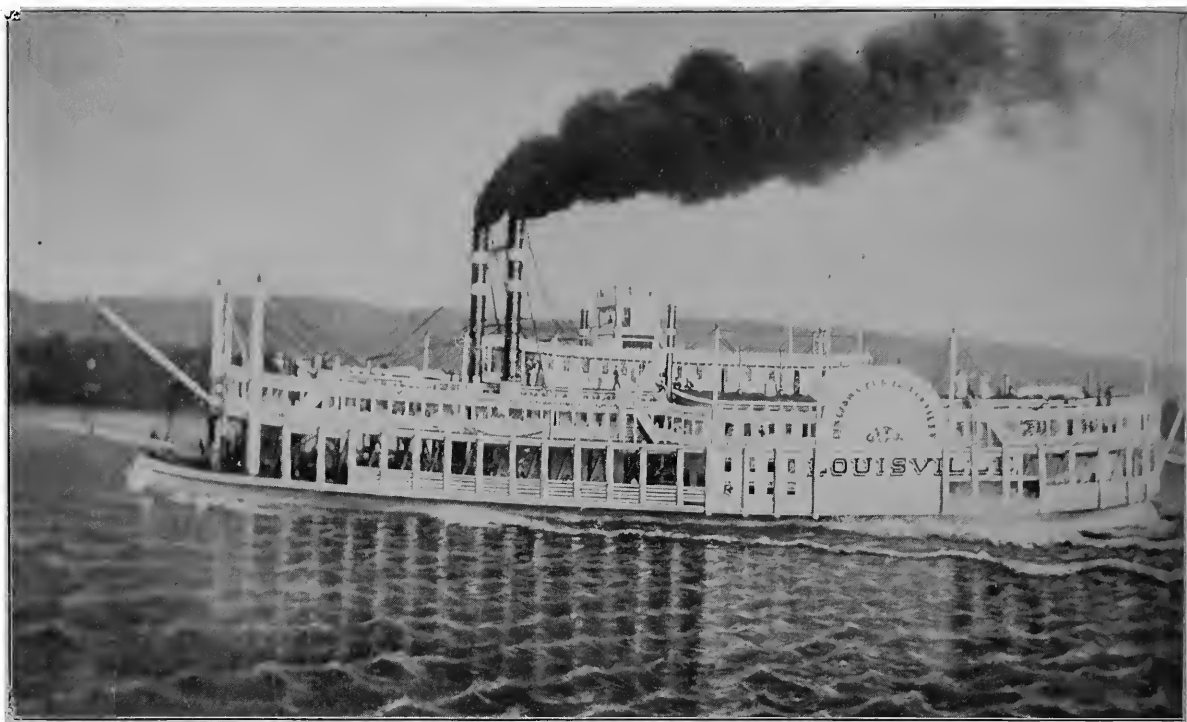
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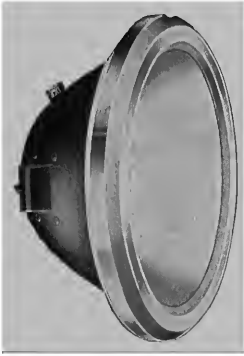
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THE SAMUEL ACH CO.
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CLEVELAND

The year 1915 left many "high water marks" of industrial prosperity throughout the United States that will probably remain as a basis of comparison for many years.

The city of Cleveland fully participated in this prosperity, and is ready to stand up and be counted among the cities of America that are contending for better things.

Cleveland has long been on an ascending scale, not only in the matter of its population and its industrial activities, but in civic improvements.

which, in themselves, have made its career assured. The city's location as regards the Great Lakes and its proximity by rail to the coal and coke regions of Ohio and Pennsylvania, is such an asset. Its geographical position has made it one of the most economical points in the United States for assembling these ingredients of iron and steel, so that the south shore of Lake Erie could not well avoid industrial development if it tried.

A shrewd New England population, to begin with, laid the foundation for the great com-



PUBLIC SQUARE, CLEVELAND

Wealth and population sometimes come to cities almost in spite of themselves. Economic conditions often invest certain localities with rich endowments, which only need some bright American mind, or the efforts of a group of foresighted business men to develop them into immense wealth and prosperity.

Cleveland, like Chicago, Pittsburg, and Detroit, has individual geographic characteristics

commercial and industrial ventures that have followed.

In tracing the source of Cleveland's more material wealth of today, it is not out of place to remember that the Standard Oil Company had its beginning in Cleveland, and men like Mr. Rockefeller, Mr. Andrews, and their associates in that great organization, were not unlike scores of other industrious, far-seeing

Clevelanders, who, fifty years ago, were laying the foundations for the Cleveland of today.

Fortunately the hour has just struck which gives us some indication of what the Cleveland of today really means.



CLEVELAND CHAMBER OF COMMERCE

The calendar which bears the 1916 imprint marks the eightieth year since the chartering of the city of Cleveland in 1836, the one hundred and first since its incorporation as a village in 1815, and the one hundred and twentieth since the original survey made under the superintendence of Moses Cleaveland for the Connecticut Land Company in 1796.

"Nineteen sixteen" ought, therefore, to be an important one on the calendar of this mighty rapidly growing community.

The figures for the year which has just ended are the most remarkable in the history of the city's growth, for in that year Cleveland broke all records in population, bank deposits, bank clearances, dividends, automobile production, building construction, realty deals, wage earnings and factory output. Fifty-eight millions were added to the deposits at Cleveland banks during the twelve months of 1915,

and there are now within the vaults of these institutions something over \$376,534,000.

The city added to its wealth last year nearly \$33,000,000 in new buildings, an increase of approximately \$6,000,000 over the previous year, and a record of progress never before equaled in the history of Cleveland.

The building permits show that this city is essentially a city of individual homes as well as of great mercantile and industrial establishments. Over 3,000 permits were issued for residences alone at a value approaching \$10,000,000, and these figures, taken at a time when the construction of apartment houses, as in many cities, far outran individual home buildings, is significant of the character of the population growing up in Cleveland. Nor do these figures take into account any of the adjoining suburban communities, which, as the homes of thousands of Clevelanders, are growing in equal proportion to the city itself.

The year was prolific in real estate transfers as well as home construction. Lot buying and home building went hand in hand. During the year 26,604 realty deeds were recorded.

What are the sources of the vast material wealth and how have these great masses of raw material been transmitted into \$58,000,-



VIEW OF EUCLID AVENUE

000 added deposits in the Cleveland banks? It has come, as a local financial writer recently indicated, from many sources. There has been a full employment of labor in the last half of

the year and with higher wages never before realized. Thrift campaigns and educational work by bankers have brought pennies and dimes into the home savings bank to be turned over weekly and monthly to the savings accounts in the various banks.



NINTH AND EUCLID AVENUE

cent. The number of salaried employes was 17,703 in 1914, as compared with 12,210 in 1909, making an increase of 5,463, or forty-four and six-tenths per cent. The average number of wage earners in 1914 was 103,538, as against 84,728 in 1909, the increase being 18,810, or twenty-two and two-tenths per cent. The above figures are from a commercial census and no attempt at enumeration was made. The census authorities have hitherto estimated the average number of wage earners in Cleveland at fifteen per cent of the total population. On this basis the population in 1914 was approximately 690,200, which corresponds to estimates from city officials who, late in 1915, fixed the number at 701,000 persons.

Of the 1910 population, 223,908 were native whites of foreign or mixed parentage, and 195,703 were foreign born. The foreign element is chiefly from Austria-Hungary, Germany and Russia, and in 1910, therefore, constituted seventy-five per cent of the entire population; that is, of foreign born citizens or citizens born of foreign born parents.

Of the variety of Cleveland's industries, the 1909 census says: Iron and steel works and rolling mills, \$38,463,316; foundry and machine shop products, \$37,443,039; automobiles, including bodies and parts, \$21,403,926 (an in-

A bulletin, issued by the Department of Commerce at Washington, March 3, 1916, placed the total value of goods manufactured in Cleveland, in the year 1914, at \$346,647,000, an increase of \$74,686,000, or twenty-five per cent over the figures of five years previous.

The capital invested in Cleveland manufactures, by the same authority, was \$311,504,000. The number of industrial plants enumerated by the census was 2,346, as compared with 2,148 in 1909. The cost of material used was fixed at \$198,515,000, as against \$154,915 in 1909, a gain of twenty-eight and one-tenth per cent. The value added by manufacture to these products was \$148,132,000, an increase in five years of twenty-six and five-tenths per cent. The value added by manufacture formed forty-two and seven-tenths per cent of the total value in 1914 and forty-three per cent in 1909. The salaries and wages of industrial plants in 1909 was \$63,559,000 and this rose in 1914 to \$92,817,000, an increase of forty-six per



ARCHWAY GORDEN PARK.

crease of three hundred and sixty per cent over 1904); slaughtering and meat packing, \$17,192,048; women's clothing, \$12,788,775; printing and publishing, \$9,634,683; paint and varnish, \$6,138,466; men's clothing, \$5,953,312; malt liquors, \$5,121,178; stoves and furnaces, \$4,977,096; bread and other bakery products,

\$4,730,619; electrical machinery, apparatus and supplies, \$1,035,808; lumber and timber products, \$4,021,326. Industries in which the production passed the million dollar mark include



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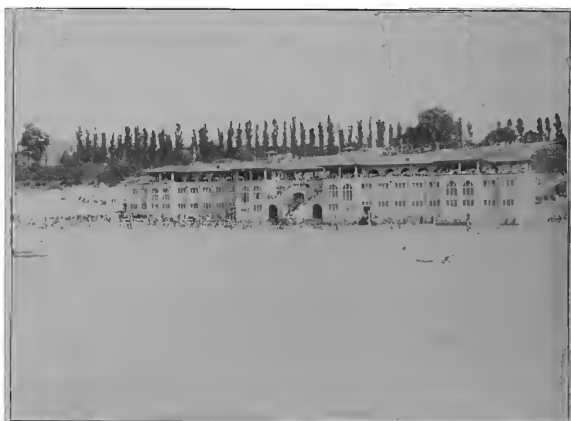
copper, tin, and sheet iron products, confectionery, hosiery and knit goods, tobacco manufactures, brass and bronze products, cutlery and tools, cars and general shop construction and repairs, chemicals, millinery and lace goods, fancy and paper boxes, furniture and refrigerators, patent medicines and druggists' preparations, bags, bicycles and motorcycles, coffee and spice, flour and grist mill products, illuminating and heating gas, iron and steel blast furnaces, linseed oil, rubber goods, sewing machines, shipbuilding, wire products, and woolen, worsted, and felt goods.

Cleveland's remarkable growth in wealth and population is mainly due to its excellent geographical situation. It is the economic focus of the Lake Superior iron and the Middle State coal regions; and nowhere else in the United States can these two products be brought together with less cost for transportation.

In 1914, the total movement of freight was 51,737,363 net tons, of which 32,520,993 tons

were received and forwarded by rail, and the remainder by lake.

The Cleveland Chamber of Commerce was founded in 1848, as the Board of Trade of the city of Cleveland, reorganized in 1893 as the Cleveland Chamber of Commerce. Since 1899 it has occupied its own building on the north-east corner of the Public Square. It has become famous for its activity along civil lines, closely identified with all important civic achievements. It initiated the group plan for Cleveland's public buildings, the Cleveland Federation for Charity and Philanthropy, and the new tenement house code. Throughout the year speakers of national reputation address Tuesday luncheon meetings of the membership. This organization's facilities include a large auditorium with a seating capacity of 1200, a club restaurant and a library. The present membership is 3,200.



There is a Manufacturers and Wholesale Merchants Board, a Retail Merchants Board, a Convention Board, an Association of Women's Wear Manufacturers, and a Traffic Bureau maintained in connection with the Chamber.

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CASPER ROSENBERG, Manufacturer

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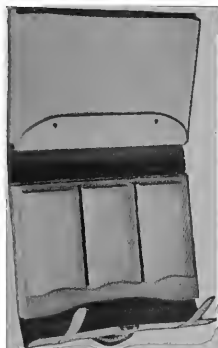
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Everything New and First Class

Corner Ontario Street and St. Clair Ave.

Opposite B. of L. E. Bldg.

CLEVELAND

Bell Main 2675 Union Depot and E. 9th St.
Rates, 75 cents to \$1.50 Pier cars pass the door

The S. Mechalovitz Co.

Wholesale Cigars and Tobaccos

423 Eagle Ave.

Cleveland, Ohio

Distributors of the following Brands:

Ampere, 10c Broad Leaf	
Tom Thurston, 10c Broad Leaf	
Senor Pancho, 10c Havana	
Bill William	} 5c Sumatra
Mild Havana	
Havana Ribbon	
Don Rosa	
Amunita	
Camel, 5c Broad Leaf	
Superior Big Havana	} 2/5 Stogies
Red Rabbits	
Encores	} 3/5 Stogies
Uncle Sam	
S. M. Specials	

Largest jobbers of pipes in Ohio

Mail Orders receive our special attention



AUTO
SUPPLIES
ACCESSORIES
AND

AUTOMOBILE MATERIAL

of every description

Distributors

Famous McLain 5000-Mile Tires

THE M. & M. COMPANY

480-500 Prospect Avenue, Cleveland, Ohio

European

American

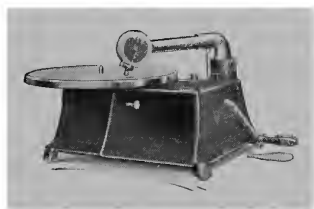
Hotel Clark

H. R. CLARK, Prop.

CAFE IN CONNECTION

Auto Service

BARBERTON, OHIO



THE GARFORD

Vanophone Phonograph

Only \$12

An All Metal Musical Masterpiece

The Vanophone plays in a beautiful and true manner any 10 or 12-inch disc record such as Victor or Columbia, an instrument that will delight you with its marvelous performance, runs smoothly and silently producing a character of music equal to any player regardless of price.

If your dealer cannot supply you, write us direct for a 10-day FREE TRIAL. The Vanophone is good enough for anybody and cheap enough for everybody—a Wonderful machine at a Wonderful price. Write for yours today.

THE GARFORD MANUFACTURING COMPANY, ELYRIA, OHIO

CANTON

CANTON is an historical-industrial city!

Historical because of the many famous men it has placed upon the pages of our country's history, and Industrial because it is the most wonderfully growing producer of iron and steel products in northeastern Ohio, and the world center for metal ceilings, enamelware, watches, brick, etc.

From a group of twenty-nine people in 1805, when the Indians warily pursued game within its now established borders, it has grown to a population of seventy thousand.

tive in Congress.

Its past history delineates the lives of many men born and raised within its boundaries, who have fought in the wars, counseled in peace and added many garlands of liberty-loving performances to the present national life.

Canton is sixty miles south of Cleveland, one hundred miles west of Pittsburgh, and a few hours' ride northeast of Columbus, strategically situated for transportation purposes, facilities for quickly reaching the business centres of the east or west, and only overnight



PUBLIC SQUARE, SHOWING STARK COUNTY COURT HOUSE

It was the home of our beloved McKinley, whose national memorial was erected by the grace and appreciation of the whole American people in our Westlawn Cemetery, and is the home of Hon. William R. Day, U. S. Supreme Court Justice, a former neighbor, friend and admirer of the martyred president; the home of Hon. Atlee Pomerene, U. S. Senator, so close to the national executive office, and the home of Hon. Roscoe McCulloch, representa-

ride to New York or Chicago.

Its straight wide streets, winding boulevards and well-located parks were not the result of a hit-or-miss effort at city building, but of constant and careful planning, and these factors in civic development are among the features which make Canton a beautiful city.

Playgrounds numbering eleven, in season visited by two thousand playfellows daily, parks whose cooling shade invite thousands

during days of the summer sun, and its evening band concerts, places of amusement, lake resorts within a few minutes' ride, all these are assimilated by the pleasure-loving people of our city.



MASONIC TEMPLE

Just where we shall begin to tell the story of this city, or which elements we shall describe, first, are difficult of decision, because all are interesting, inviting and irresistible, and full of inspiration.

Every man is a "booster," every woman an admirer of our growth, and every child, even, an attenuated factor interested in our development.

Pessimism is unknown long ago!

Strange it may seem to the reader; yet, quite true.

No knocker's hammer, to bury, just serene, conservative planning and upbuilding, co-operatively pulling along, together for a greater city.

Canton Facts

Canton is the capital of Stark County, once the sixth richest agricultural county in this country, and yet hovering around the top-notch counties in that respect.

It is surrounded by large and productive farms upon which its people depend for fresh produce. It also is a wheat producing county, raises much corn for flour and annually sends

thousands of pounds of table delicacies, such as celery, etc., to the big market places of this country.

We have a trading district of more than 150,000, therefore the largest diversity of stores, per population, of any city in the United States.

Canton's assessed valuation is \$90,000,000; of the county, \$195,000,000.

The census of 1910 places Canton at the head of Ohio cities in per cent growth of population, twenty-first in increased percentage of industrial output, and the one hundred and ninth city in the country in point of home owners.

The main lines of the Penna., W. & L. E. and B. & O. carry passengers to every known point directly from our depots, and it is said Canton's in and out tonnage is the largest along the Pennsylvania lines between Pittsburgh and Chicago.



CENTRAL HIGH SCHOOL

Three inter-urban electric lines lead in many directions to a distance of more than sixty miles, with hour cars to Youngstown, Akron and Cleveland, and half-hour cars to nearer cities.

Three hundred and seven industries furnish employment to eighteen thousand persons, with a pay-roll of one million dollars per month, and an annual output of \$55,000,000, according to a late government industrial census.

More than two thousand distinct articles are made, constituting a diversity known only in cities of several hundred thousand.

In metal ceilings, roofing, culvert and silo construction, it is a world center; it also is a center for enamelware, watches, bridges, safes, rollerbearings and axles, knives, scissors and razors.

Canton is not a center, as centers are commonly called, but its diversity of products ever precludes the possibility of singleness of output.

Sixty-five per cent of our population are members or attendants of the fifty churches of every denomination.

Seventy per cent of our men or young men are members of one or the other of our hundred and more fraternal organizations.

The school enrollment of more than eleven thousand, and enumeration of fourteen thousand, indicate the educational side of the city, with its thirty large school houses, and the present construction of a million-dollar high school.

Bank deposits in 1915 totaled \$27,000,000, and our ten banks showed resources of \$33,000,000. For several years, five at least, Canton clearing house reports show a healthy and rapid growth of exchange, comparing with cities of an industrial character numbering two hundred thousand and more people; in percentage of increase, ahead of Akron and Youngstown on many occasions, and always standing well up the line and over the many cities of our population in this State.

Postoffice receipts have annually increased \$50,000. There are three firms whose postage bill alone is greater than the combined postage bill of one Ohio city's entire industries, with a population of 150,000.

We are proud of the excellent quality of our drinking water, artesian, and plentiful in supply. Strangely, in the heat of summer, pumped directly from the deep wells into the city mains, it is always cool and clear and much unlike the "doctored waters" along the river and lake cities.

The death rate is slightly over one per cent and the birth rate slightly over two per cent,

so that the passing on of one person means the coming of two more.

The recent completion of a quarter million dollar Y. M. C. A. with dormitories, athletic rooms, assembly rooms, and under excellent management, places Canton among the great cities of the nation in religious education and development. The Y. W. C. A., with a membership of several hundred young women, also is equipped for athletic as well as religious and manual training.

The hotels of Canton readily provide for two thousand guests, cleanly, conveniently and centrally. The keen competition between them has developed the very highest efficiency in service and menu.



McKINLEY MONUMENT.

The wonderful development of the city through the collective and aggressive effort of the Chamber of Commerce, is readily seen in the city planning aspect, the enthusiastic spirit of its people, and the closeness of its commercial and industrial interests, one for all and all for Canton.

With an enrollment of 1500, beautifully equipped and centrally located quarters, bidding a welcome to every stranger or friend, this organization stands in the front of the bodies of the state engaged in community development.



NAIL THE NIMBLE DOLLAR

There are real profits *FOR YOU* and the *GRO CER* in the

CANTON ELECTRI-CUT COFFEE MILL

It means better coffee for the customers,
increased business for the merchant and
greater income for you.

DROP US A LINE FOR PARTICULARS

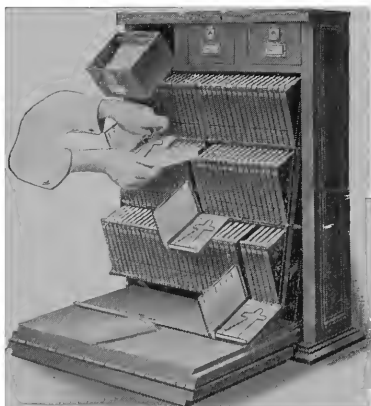
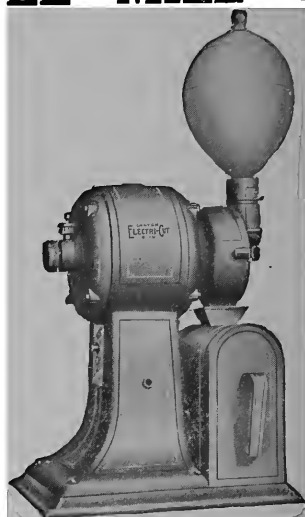
The Canton Electric Cut Co.

CANTON, OHIO

Also Manufacturers of

Canton Electri-Cut Meat Choppers

Sold By the U. C. T. Men



A Safe and Sane Way of Filing Account or Charge Slips

Removes the possibility of filing the slips in wrong
place.

Provides a system that can be used by more than one
person at one time.

Also provides fire protection by the use of a scientifically
constructed cabinet built of heavy metal walls, fire-
proof linings and correct airspace.

Most grocerymen and meat dealers have more money
tied up in their accounts than in their stock. Why,
then, should not the accounts be protected?

First class representatives wanted. Good territory
open.

The Safe Account Register Co.

Incorporated
CANTON, OHIO, U. S. A.

The McKinley

Canton, Ohio

**STRICTLY
MODERN**

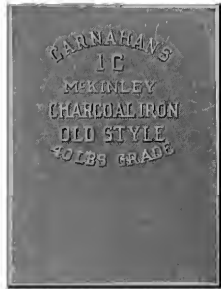
Rates \$1.00 to \$2.50

W. E. Herron, Mgr.



Smelting Charcoal
Iron, Old Welsh
Process

The Charcoal Iron base
is hand dipped in pure tin
and re-dipped. No acid
flux—nothing but Pure
Palm Oil.



Finished McKinley
Tin Plate

No Better Tin Plate Can Be Made

THE CARNAHAN TIN PLATE & SHEET COMPANY
MAIN OFFICE AND MILLS, CANTON, OHIO

High Grade Tin, Terne and Genuine Charcoal Iron Terne Plates
Polished Steel Ceiling and Enameling Sheets

Despite the efforts of the world's iron and steel experts, no
process has yet been discovered which can produce a more
durable ferrous sheet than Carnahan Old Welsh Charcoal Iron
process.

**CARNAHAN'S
1C
MCKINLEY
CHARCOAL IRON
OLD STYLE
40 LBS GRADE**

The McKinley Brand

Rolling Sheets for
McKinley Tin Plate



Candies

Sodas

Ice Cream

And just the kind of LUNCH you have
been looking for. One trial will convince
you.

Garrettson's

Valentine Theatre Bldg.
216 Market Ave., So.

CANTON, OHIO

Member U. C. T. No. 41

**MILLER, BLANCHARD
TRANSFER COMPANY**

Phones 143

2nd and Court Sts., N. W. CANTON, O.

THE COURTLAND



CANTON, OHIO

European and
Fireproof

WALTER S. LANGFORD
President and Manager

Continuous Protection for Investors

Our interest in a security does not end with its sale to a client. We continue from year to year to watch carefully the values back of it and to see that the protective features embodied in the stock certificates are maintained.

Send for current offering of preferred stocks netting 6 to 7 per cent—tax free in Ohio.



The Geiger-Jones Co.

Investment Bankers

Market Ave., No. Canton, O.

Branches in Cincinnati, Cleveland, Buffalo, Dayton, Franklin, Pa., and Columbus

Eat at 

BENDER'S

Men's Restaurant
Ladies' Restaurant
Lunch Counter

No Liquors Served in Lunch Counter or
Ladies' Restaurant

CANTON, OHIO

Sani-Flush

Cleans Water-Closet Bowls

The only preparation that will keep vitreous china toilet bowls clean, odorless and sanitary.

The Hygienic Products Co.
Canton, Ohio

Moore's Patent Sleeve Work Shirts

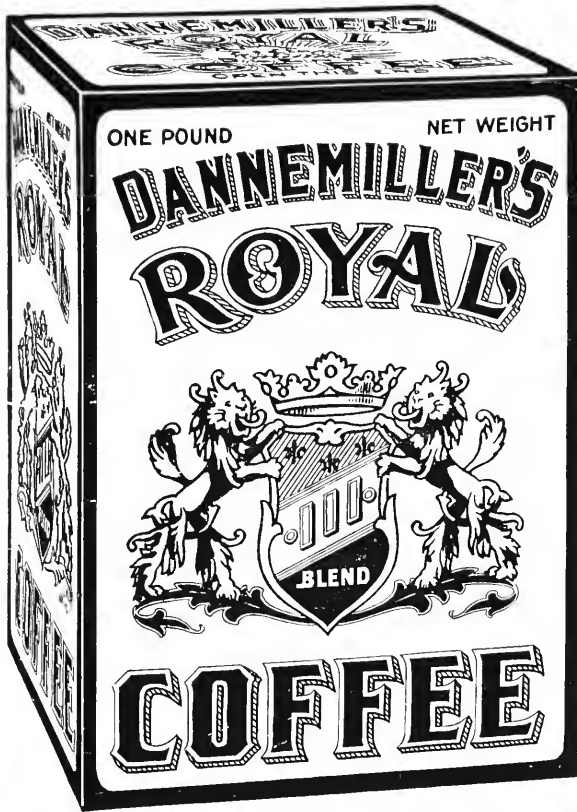
Are the Best 50c Shirts On Earth
Outside of the Patent Sleeve there are none better, with it they are positively the best.

Not represented by Jobbers

**THE M. MOORE GARMENT
FACTORIES**

Canton, Ohio

Factories at Canton and Massillon, Ohio



Roasted and
Packed by

THE
**DANNEMILLER
GROCERY CO.**

CANTON,
OHIO

Every Salesman a McCaskey Man

Your customers look upon you as a friend, even as a counsel—one to whom they can go for advice regarding problems that do not always pertain to the line you represent.

They expect you to be able to tell them where they can buy anything from a rubber band to a gas engine.

Sooner or later they are going to ask you about a Credit Account System, a real credit plan that works. There will be only one answer—THE McCASKEY ONE WRITING METHOD

Installed by

THE McCASKEY REGISTER CO.

ALLIANCE, OHIO

Our booklet "A Credit Plan that Works" will interest you. Shall we send you a copy?

Important to U. C. T. Members

Through Limited Service Every Two Hours

BETWEEN

**Cleveland, Lorain, Norwalk, Sandusky,
Fremont, Fostoria, Findlay, Lima, Toledo, Detroit
and Intermediate Points**

LOCAL CARS FURNISH SERVICE BETWEEN LIMITEDS

Our Service

Is a Great Time Saver to the Commercial Traveler

The Lake Shore Electric Railway Co.
SANDUSKY, OHIO

European Plan

Modern Rooms
75c and \$1.00

Hotel Commercial

C. J. DeLor, Proprietor

Dining Room

Sandusky, Ohio

E. J. HAINES, Pres. and Treas.

EMIL A. PUSCH, Secy.

The Portland Vintage Co.

Successors to

THE DUROY & HAINES COMPANY

SPECIALTIES

Haines Grape Juice White
Duroy Grape Juice Red
Duroy Grape Juices
Concord & Catawba

Sandusky, Ohio

Everything New

Turkish Baths

Hotel Mithoff

JOHN V. MONAHAN, Prop.

Member Zanesville Council No. 20, U. C. T.
Lancaster, Ohio

New Martens Hotel

ELMER E. RUBLE, Prop.

Running Water in Each Room
Twelve Rooms With Bath
Steam Heat
Telephone in Every Room
Large Sample Rooms
Electric Lights in Every Room

LANCASTER, OHIO

AKRON

Akron, Ohio, with an estimated population of 110,000 in 1916, is the largest rubber manufacturing center in the world. It has one of the largest cereal mills in the United States, very extensive clay product plants, large publishing houses, extensive furnace factories, important agricultural implement industries, and one of the largest fishing tackle factories in the world.



MAIN STREET

Akron's great development in rubber manufacturing started with one plant established in 1869. This plant has grown to be the largest rubber manufacturing plant in the world, with about 15,000 employees. There are now, in 1916, twenty different rubber factories in this city, with an aggregate capitalization of \$115,000,000, and a total of 30,000 employees. It is estimated that between sixty and sixty-five per cent of the automobile tires manufactured in the United States are turned out from the Akron plants. These plants also manufacture rubber boots and shoes, rubber clothing, rubber hose, fabric for aeroplanes and balloons, and all varieties of soft and hard rubber druggists' supplies. The crude rubber for these plants comes mostly from South America and Ceylon.

The Akron Chamber of Commerce, which has a membership of 2,210, has compiled sta-

tistics in regard to the various products and manufacturing plants of this city, which show that Akron has a total of one hundred and fifty-eight industries of various kinds, and their total capital aggregates \$151,440,550. The output from these factories during 1915 reached a total of \$156,000,000 in value.

The bank clearings reached a total in 1915 of \$109,252,000, an increase of about twenty-five per cent over the preceding year. Akron's eight banks, near the close of 1915, had total deposits of \$23,893,657, an increase over the corresponding date of the preceding year, of twenty-eight per cent.

Postoffice receipts during 1915 aggregated \$610,249, an increase of about twenty-five per cent over the year before. The permits issued for new buildings during 1915 aggregated in value, \$6,130,950. This was an increase over the year 1914 of fifty-two per cent.

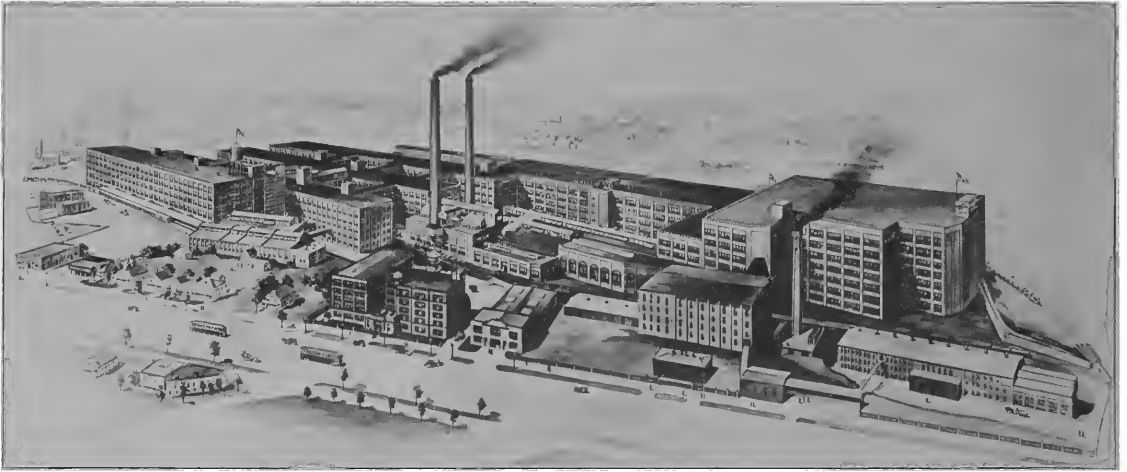
Akron has the distinction of being one of the three or four cities in the United States which have a municipal university, with free tuition to all residents of the city. Its public school system is one of the best in the United States.



HOSPITAL.

Akron has one of the most complete and modern water systems in the world. Its storage reservoir, with a capacity of 2,385,800,000 gallons, immense concrete dam, two hundred and eighty feet long; pumping station, filtra-

is surrounded by many beautiful lakes; and one of its scenic features is a concrete bridge spanning the Cuyahoga River on the northern outskirts of the city, one hundred and ninety feet high and seven hundred and eighty-two



PLANT OF THE GOODYEAR TIRE & RUBBER CO.

tion plant and pressure reservoir, are developed from an engineering standpoint that has attracted the interest of engineers from all over the world.

Akron is located in quite a hilly country and

feet in length. This is one of the highest concrete bridges in the world.

Akron is well supplied with good hotels, making it an ideal city for traveling men to spend their Sundays.

The Burger Iron Co.

*Engineers and
Fabricators of*



**STEEL
CONSTRUCTION**

AKRON, OHIO



JOHN W. YEAGER

New Chaplain Columbus Council No. 1, appointed at the April meeting, 1916. Owing to the fact that the arrangement of group of officers was made up before Bro. Yeager's appointment we were unable to get him in the group, which the publisher regrets very much.



YOU CAN TALK

about repeaters but

AMCO SEGMENT BLOCK

is the class of all materials for large, sanitary and **Storm Sewers**. Columbus installed its first one in 1912—still building 'em. Three large contracts now under construction. A Vitrified Salt Glazed Block that means permanency. Look it over:

(Complete data upon request)

AMERICAN SEWER PIPE COMPANY, - - AKRON, OHIO

An Outside Room with Bath for \$1.50

Hotel Howe

Akron, Ohio

HOWE HOTEL CO.
F. S. OZIER, Direct. Mgr.
B. E. MERWIN, Ass't. Mgr.

European Plan

Headquarters for traveling men

You will find

Diehm

at No. 10 East Market Street

AKRON, OHIO

Buying and Selling Groceries, Making
Candy and Baking

Let the - - -

Hotel Akron

Be Your Akron Home

T. H. HOLDEN, Mgr.

Rates

75c and \$1.00

With Bath \$1.50

Next door to Postoffice

88 E. Market St.

Akron, Ohio

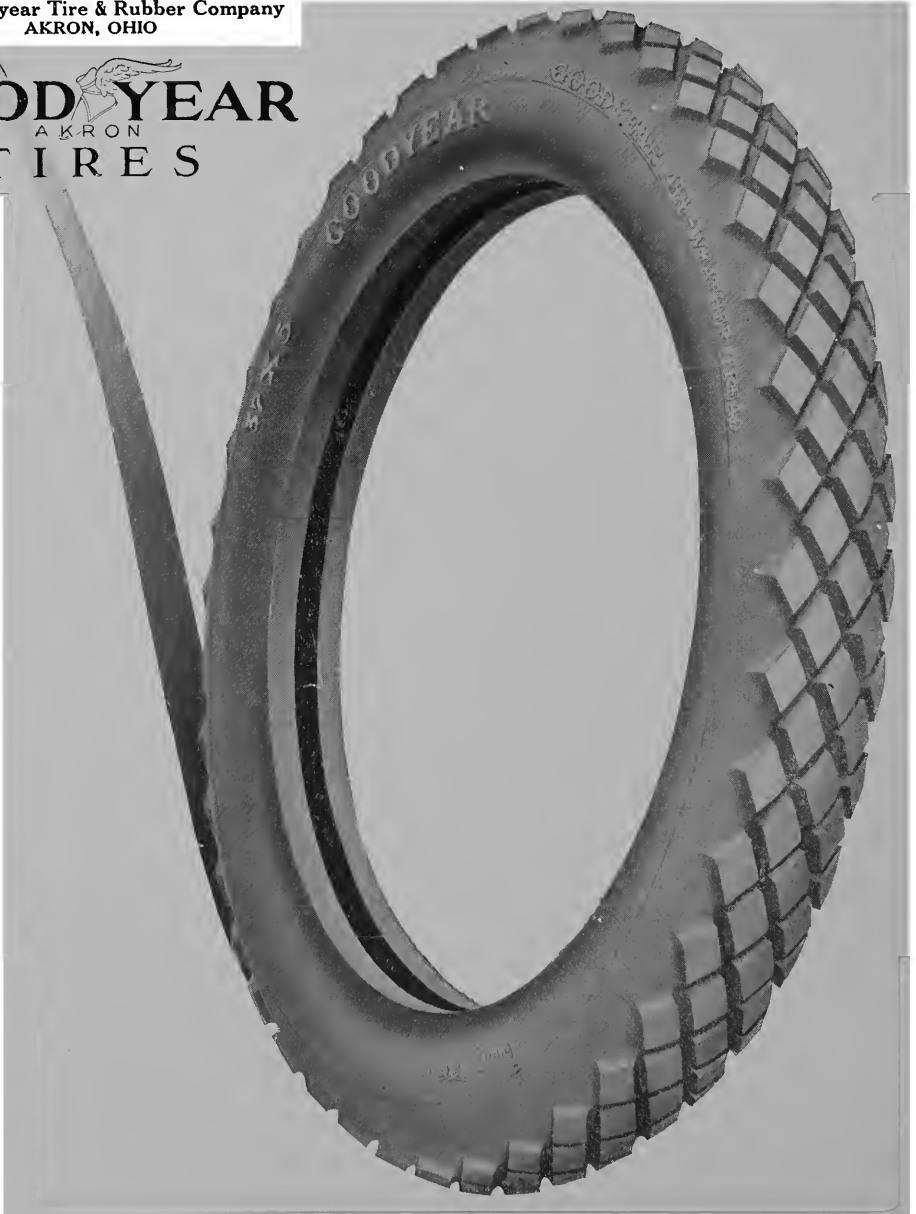
WE DOUBT if any fabric tire can give heavy-car service as good or as long as these All-Weather Tread Goodyears.

They have more layers of fabric than most. The fabric is the strongest made. The tread is tough and durable.

Because they excel in these fundamentals, they excel in tire-life and tire-satisfaction.

The Goodyear Tire & Rubber Company
AKRON, OHIO

GOOD YEAR
AKRON
T I R E S



— B E T W E E N —

CLEVELAND, AKRON, CANTON, MASSILLON, CANAL DOVER, NEW PHILADELPHIA, ETC.

SAFE, FAST, CLEAN ELECTRIC LIMITEDS

SCHEDULE OF LIMITEDS AND LOCALS CENTRAL STANDARD TIME

Akron to Cleveland—Every hour 6:30 a. m. to 7:30 p. m.
Akron to Canton—8:30 a. m., 12:30, 1:30, 5:30, 10:30 p. m.
Cleveland to Akron—6:50 a. m., 7:50 a. m. and every hour to 9:50 p. m.
Cleveland to Canton—6:50, 10:50 and 11:50 a. m., and 3:50 and 8:50 p. m.
Cleveland to Canton, Massillon, Harmon Junction, Beach City, Strasburg, Canal Dover, New Philadelphia, (with connection to Uhrichsville), 6:50 a. m. and 3:50 p. m.
Canton to Akron and Cleveland—7:35 and 8:35 a. m., 12:35, 4:35 and 5:35 p. m.

Massillon to Akron and Cleveland—7:00 a. m., 8:05 a. m., 12:00 noon, and 4:05 and 5:00 p. m.

New Philadelphia (with connection from Uhrichsville) to Massillon, Canton, Akron and Cleveland—7 a. m. and 3 p. m.

Kent and Ravenna passengers may make good connections to take northbound Limited cars at Silver Lake Junction at 7:46 a. m., and every hour to 7:46 p. m. Southbound Limited cars arrive at Silver Lake Junction at 8:07 a. m., 9:07 a. m. and every hour to 11:07 p. m.

Wadsworth and Barberton passengers will make good connections with either north or southbound Limiteds in Akron.

The Northern Ohio Traction & Light Co.

C. H. MORTON BILLIARD AND POCKET BILLIARDS

TOBACCO AND CIGARS

112-114 South Main Street

Next to Interurban Station

Akron, Ohio

THE AKRON RESTAURANT

Just East of Postoffice.

Open from 5 A. M. until 8 P. M.

HOME COOKING

REGULAR MEALS

Also a la carte service

We solicit the traveling men's patronage
Conducted by

HENERY SISTERS

EUGENE J. GRUHLER

Manager

The Black Whale Inn

125 S. Main St.

AKRON, OHIO

Bell Phone 800

People's Phone 1283

J. M. DORAN & CO.

Jobbers of

Fine Cigars and Pipes

Central Office Bldg., Cor. Main & Mill
Streets

AKRON, OHIO

HOTEL BUCHTEL

D. A. GOODWIN

AKRON, OHIO

J. E. MURPHY H. S. McDONNELL
Pres. and Managing Asst' Manager and
Director Secretary

THE PORTAGE HOTEL

AKRON, OHIO

250 Rooms 175 Baths
Lavatory & Toilet in Every Room

Rates \$1.50 and up—European Plan

Peoples Phone 1771 Service
Bell Phone 1581 Day and Night

When in Akron

For Taxicab and Transfer Service Call

C. E. MILLS TAXICAB & TRANSFER CO.

N. Main St., Everett Bldg.
LIMOUSINE'S, TOURING CARS & TRUCKS

NEW WINDSOR HOTEL

AKRON, OHIO
EUROPEAN

Corner Mill Street and Broadway
75 Rooms, All Outside, 75c to \$2.00 per Day
Our location gives us the coolest rooms in
summer, with spacious veranda. Commer-
cial patronage fully appreciated.

L. A. TURNER, Propr.
E. A. SAMUELSON, Asst. Mgr.

JONES & KUHLKE

General Machinists

AUTOMOBILE TIRE MOLDS

Cores and Special Machinery
Patterns Work & Castings

AKRON, O.

ZANESVILLE

The growth of American cities is the marvel of the world. The reason is not far to seek. Progressive Americans, for fifty years, have desired in abundant degree, the comforts of life, and they seek them in "the lure of the city." Whether this be wise or not, the fact remains. The effect upon American life is a serious problem; thoughtful men and women are anxious on this score. They have a right to be, for the source of wealth is the soil and the mine; and the toiler out in God's free sunshine or down in the bowels of the earth, in the last analysis, must furnish the city dweller the means of sustenance.

One hundred and eighteen years ago the site of the city of Zanesville was an unbroken wilderness. Now more than thirty thousand of happy, contented men and women and children abide in the more than six thousand homes of the municipality. They are simply the sum of all the thousands who have gone before, enjoying the blessings which flow from the labors of generations of the past; men and women who builded wiser, perhaps, than they knew. To them we of today must never forget that we owe more than mere gratitude. Their

Muskingum Valley. Ohio, with her population of a few thousand hardy pioneers of a hundred years ago, has become the fairest forty thousand square miles on the earth. Five mil-



MUSKINGUM COUNTY COURT HOUSE



POST OFFICE

sacrifices and brave deeds made possible the city of our habitation.

It must be a source of pride and satisfaction to every right-minded citizen to look back and trace the development of the village of Westbourn into the now metropolis of the

lions of people, with unmatched resources, rich in all that goes to material and intellectual development, challenges the admiration of civilized peoples the world around. Ohio, with one exception, furnished every President from Lincoln to Roosevelt and added another illustrious son to the galaxy of mighty rulers for the term just preceding the present Chief Executive. Contemplating the past history of the Buckeye commonwealth in connection with her present position; her vast stores of mineral wealth, her commercial, manufacturing, industrial, and agricultural importance, we can hardly conceive of her future prosperity. Besides, occupying an advantageous position as she does, a central position, the State of

Ohio must forever remain a great highway of passage between the east and the west. Zanesville is the first important city in this grand march to the mighty West, after crossing the Ohio River at Wheeling, West Virginia.

Aware of the importance and necessity of affording protection to the western frontier, and being desirous of encouraging emigration to the valleys of the Muskingum and the Scioto, Congress, in May, 1796, passed a law authorizing Ebenezer Zane to open a road from

ness of that time and became the "patron saint" of Zanesville. He passed to his reward a little more than a century ago (1815) and his dust now rests in the grounds of the McIntire Orphans' Home, a noble institution for the care of poor children, made possible by the man who first looked upon the site of Zanesville as a land of promise. His name is held sacred by our people, for it was John McIntire who, in his will, provided for the free education of the children of citizens who paid taxes on



THE FAMOUS Y BRIDGE OVER THE MUSKINGUM AND LICKING RIVERS

Wheeling to Limestone, now Maysville, Kentucky. The next year Mr. Zane, accompanied by his brother, Jonathan Zane, and his son-in-law, John McIntire, all experienced woodsmen, commenced their arduous task, and proceeded to mark out a new road which was finally cut out through the forest by the two latter. It was a mere path at first, possible only for horsemen, but it was the initial work of establishing the first national highway of the west, the old national trail, now known as the National Road.

Congress granted these gentlemen the right to locate three military warrants upon three separate sections of land, not to exceed one mile square each. It was at first intended to cross the Muskingum River at Duncan Falls, but a second examination convinced the promoters that the falls at where Zanesville now stands would be of great value. And thus it came that John McIntire located in the wilder-

property of less than five hundred dollars in value.

One of the conditions of the Congressional grant was that a ferry should be maintained across the Muskingum. Two canoes lashed together served the purpose until John McIntire moved his effects from Wheeling to his new home in 1799. His flat boat was then placed in commission and the pioneers pressing forward to the west were transported across the river on this "scow" for many years after. The first mail ever carried in Ohio was brought from Marietta to the cabin of William McCulloch by Daniel Convers, in 1798, ten years after the settlement at the junction of the Muskingum with the Ohio. By an arrangement with the Postmaster-General this mail connected with a carrier from Wheeling and he continued on to Limestone. A weekly mail gave the pioneers intelligence from the east, and at this "distributing" point the post-

master was paid thirty dollars a year. Four years later a number of families had located at the "falls of the Muskingum" and a regular postoffice was established. In 1799 McIntire and Zane "laid out" the town, named it West-bourn, which was changed to Zanesville soon after by the Postmaster-General.



SCENE ON THE MUSKINGUM RIVER
NEAR ZANESVILLE

McIntire built a somewhat pretentious cabin soon after locating here and some years after entertained King Louis Philippe of France, the first royal visitor to the new settlement, who was loud in his praise of the princely hospitality of the new country. The county of Muskingum was created by act of the Legislature in 1804 and Zanesville became the county seat. In 1808 the Ohio Legislature, not satisfied with the location at Chillicothe, assured representatives from Zanesville, that if from their own funds they would provide suitable buildings, the capital would be located in their town. The proposition was accepted and the first statehouse in Ohio was built on the site of our present courthouse. Zanesville, therefore, became the capital of the State and the legislature held its sessions in the ambitious little city in 1810-11, 1811-12. Later Columbus was made the capital city and the State government was again located at Chillicothe until buildings could be erected at the new location. Thus Zanesville lost, greatly to the discomfort of the pioneers, the capital, but it is worthy of note in this connection that the town did not cease to forge ahead.

To follow in detail the history of the brave pioneers who laid the foundations of a new empire in the Northwest Territory, interesting and fruitful as it might be, would consume more space than is available. Be it said to the everlasting credit of John McIntire, Dr. Increase Mathews and a score of others associated with him in the carving out of homes in the wilds of a new country and in the building of an American State, we of today owe very much of all that we are. Settlements on each side of the Muskingum River at its junction with the Licking River, were named Putnam, West Zanesville, and South Zanesville, each with a distinct borough government. In 1872, by a vote of the people, after an exciting campaign, all were merged into one municipality, and the Zanesville of today became a political entity. Each succeeding federal census showed a growing population. There was no going backward, but a steady growth in all that goes to material strength and city life.

Dear old Zanesville has not become the metropolis dreamed of by some who indulged in building castles in the air, but the world owes us something after all. Here was made, in the early forties, the first percussion match in the world. That simple little means of starting a fire took off the drudgery of keeping



TAKING A REST ON THE MUSKINGUM RIVER
NEAR ZANESVILLE

alive a glowing ember in the old-fashioned log heap in the spacious fireplaces of the homes of the people of that day. The birth of the match, like many great inventions, was the aftermath of the work of a druggist's clerk in the store of McGinnes and Graham, as the story goes. James Sheward, afterward Judge

Sheward of Dunkirk, N. Y., was directed to clean an iron mortar in which a mixture of phosphorus and sulphur had been compounded. He used bits of wood to scrape the mass from the sides of the mortar. The next morning he casually scraped one of these sticks across the rough counter and a bright flame resulted. This he called to the attention of his employers, possibly the late Israel Hoge; an investigation followed and then the manufacture of percussion matches. This trade increased and percussion matches were thus added to the household economy. Zanesville claims the credit of the invention.

A genius of the early days, in the thirties, was the late Alexander Coffman Ross, an expert jeweler and silversmith. That he made the first daguerreotype in the United States, the writer believes is firmly established. The great Frenchman, Daguerre, who discovered the process of making pictures which long bore his name, after ten years of successful enterprise in his art (1829-39), made public, in a Paris newspaper, the process. The New York Observer reproduced the article and late in 1839 or early in 1840, Mr. Ross manufactured a camera from the bellows of an accordion and the lens of a telescope. At first an exposure of five minutes was required and later this was reduced by means of a stronger lens to one half that time. Mr. Ross produced a phonograph from the printed description and he never saw the Edison or any other instrument of that character. He built the first telephone line in Zanesville, from his office on Main street to the old gas works on North Sixth street, and made the instruments by his own hand. He was a song writer of national reputation, and his "Tippecanoe and Tyler Too" cut a large figure in the "hard cider" campaign of 1840, when General William H. Harrison was elected President of the United States. A. C. Ross sang his song at a monster Whig meeting in Cooper Institute, New York City, early in October, 1840, and the spirited words and music were sung throughout the country until the campaign ended in the triumphant choice of the first President to be elected from fair Ohio. We revere the memory of Alexander Coffman Ross.

But a word of the Zanesville of today: This is the pottery center of America; the largest encaustic tile works in the world with two other very large tile plants in successful opera-

tion; five great potteries supplying the finest in art and the hundreds of utensils so needful in the home; a million-dollar tube mill, with its thirteen hundred employees, shipping pipe to all sections of the country and beyond the limits of the United States; the largest brick plants in southeastern Ohio and possibly not surpassed in output, and certainly not in quality of paving blocks, by any city in Ohio or the country. Many other lines of industry are here, and because of our almost unmatched facilities for shipment: seven railroads, four of them trunk lines: the Pennsylvania, B. & O., Wabash, and New York Central, with the Muskingum River navigable out into the Ohio. Our products go throughout the county. Our banks, national, state, and private; our schools and churches; the low cost of living, for Zanesville is the center of one of the richest valleys in the world, and above and beyond all, a citizenship not surpassed in civic pride, just now engaged in beautifying our extensive park system and planning for municipal buildings to succeed structures which no longer serve a progressive people, providing the means for the improvement of our water and sewage systems, extending year by year street pavements not surpassed in any city in the country; all these invite the stranger to come within our gates and enjoy the blessings which can only come from residence in a modern American city.

Of boosters we have an army; the knocker is without congenial environment and companionship. A change in public sentiment seen in years ago and it has grown apace. With more than three hundred United Commercial Travelers covering a wide reach of territory each an evangel of Optimism, the deadly foe of Pessimism, all wedded to the city of their habitation, loyal to their profession as the bearers of good will, they have exerted, and will continue to exert a mighty influence for the uplift of our people and the highest interests of our city. Backed by the Chamber of Commerce, the one commercial and industrial organization of the city, the U. C. T.'s have but to ask and they receive in full measure pressed down and running over, whatsoever they ask. To these gentlemen the city of Zanesville owes more than can be phrased in words. "As ye give, so shall ye receive" is as true as Holy Writ, and it is Holy Writ.

TWO-HORSE CULTIVATOR

(First perfected by W. P. Brown, founder of the Brown Mfg. Co., Zanesville, Ohio, who invented necessary lifting device.)

A good many years ago, when Ohio was almost a maiden in the sisterhood of states, and was far from the industrial leadership she holds today, two brothers, William and John Brown, migrated from Pennsylvania to the village of Unionville, in Morgan county. They were sturdy and industrious, of the type which pioneered this central western country, and left an imprint on the part of the state in which they were best known that has survived them many years. Two industries, one of them the Brown Mfg. Co., of Zanesville, Ohio,

went to work. Among the products they turned out were single shovel plows, at that time the only form of plow or cultivator, to be operated with horse power known to the farmer. They were successful in disposing of these plows.

But they were not content. William believed there should be a more efficient implement and finally developed the double shovel plow. After he had worked out the design and convinced himself the tool was practical, he and his brother worked one entire winter making the new implements. Then, when spring came, they loaded up their wagon and drove through the country. When they came to a farm house—the country was much more



PLANT OF THE BROWN MFG. CO., ZANESVILLE

are attributed directly to them, and many others felt their livening touch.

Their chief claim to fame, however, is because William Brown designed and they manufactured the first two-horse cultivator. This development in tillage tools would have been made in the course of time, but he was ahead of any other man working along this line, and the farmers of this country, as well as those who depend upon the farming communities for foodstuffs as well as for trade, owe him a debt of gratitude.

One of the brothers, John, was a worker in wood, and the other, William, a blacksmith. By reason of their industrial training they were well equipped to work together in the field they had chosen—a field which at that time boasted little or nothing in the manufacturing line.

After their arrival in Ohio they at once

thinly settled than it is today—they would unload one of the new plows, tell the farmer they wanted him to try it, and that they would be back in the fall.

In this fashion they covered the country and disposed of the entire stock. When fall came they again went the rounds, and in every case effected a settlement. The new tool had proved a success. They had succeeded in at least doubling the efficiency of the old tool and in making the operations of the farmer more economical.

But they were not yet satisfied. William, having gone this far, thought to go further. He was intent on turning out a tool that would be a cultivator in fact as well as in name. He, therefore, conceived the idea of perfecting a tool that would cultivate both sides of the row—what we know today as the two-horse cultivator.

PHOTOGRAPHY

There are two distinct classes of photography—portrait work and commercial work.

It is in the latter class that the work of the real artist shows to the greatest advantage.

To be able to make a good photograph from still life as commercial work requires is an art within itself which probably explains why the ordinary photographer makes such a dismal failure of commercial photographic work.

One of the best commercial photographers in Ohio is A. H. McDonald, of Zanesville, who has his studio at 529 Main street in that city. Several of the photographs in this edition were made by Mr. McDonald and attest his superior workmanship.

Zanesville is noted for its beautiful clay products and Mr. McDonald has done much to make their beauty known throughout the length and breadth of the land, for in most instances he has been chosen by the manufacturers of that city to make the photographic reproductions of their wares which have appeared in many of the leading publications published in the United States.

Mr. McDonald makes a specialty of group photographs, those of buildings, homes, scenery and all out-door photography.

His services have been utilized in many parts of Ohio, and as he guarantees the satisfaction of his work, he is steadily extending the field of his operations.

Bell Phone 3494.



HOTEL ROGGE

Zanesville, Ohio

American Plan \$3.00 and \$3.50

1848

ESTABLISHED

1916



MR. HENRY F. ROGGE



MRS. HENRY F. ROGGE

Founders of
HOTEL ROGGE

ZANESVILLE,

OHIO

**The
Black & Grant
Company**

Zanesville, Ohio

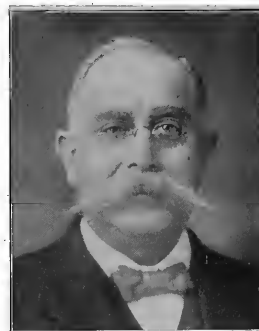
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Columbus Office
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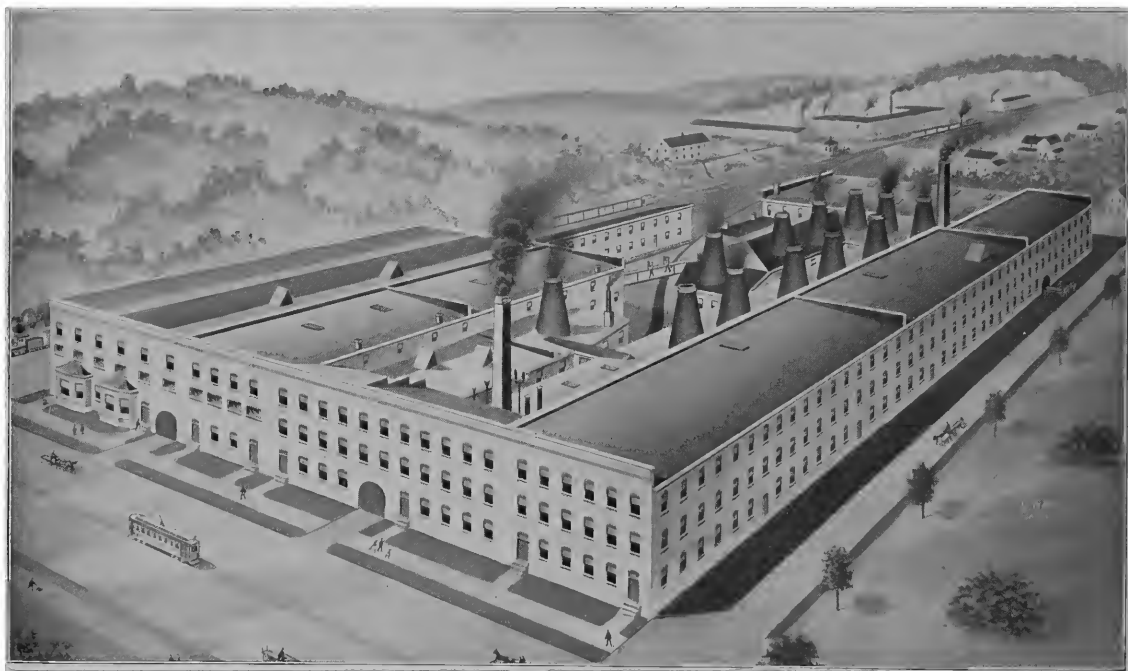
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WELLER POTTERY

Operating the largest Pottery of its kind in the United States. Manufacturing the most complete lines of Jardinieres, Jardinieres and Pedestals, Fern Dishes, Hanging Baskets, Cut Flower Vases, Candlesticks, Art Vases, in Matt and Gloss Glazes in various color effects and treatments, Bulb Bowls, Birds, Butterflies, and other novelties for table decoration, that are mar-



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vels of beauty unequalled by any American or Foreign factory. You may gratify your own whims as to size, shape and color, and be fully assured that any style you may desire will be in perfect taste. It is true that a very little money will buy a piece of the Weller ware. The foremost display windows and cases in the most fashionable Art Stores are fitted with the products of the

S. A. WELLER POTTERY, ZANESVILLE, OHIO.

Our line of Brown and White Cooking Ware is the best made.

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America's foremost Pottery presents the most exclusive line, superior in design, workmanship and quality throughout, embracing practically everything in Art Pottery. See your dealer's exhibit of Weller Pottery Ware. Today in every City, Town and Village in America, merchants are showing our new creations—go and see them; a surprise awaits you. Finishes, designs, color treatments, such as you never dreamed possible to produce in Pottery. If your



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dealer has not in stock the exact model and finish you want, he can get it for you. The prices are moderate, within the reach of all.

Weller Ware has many imitations, but none equal.

Our Factory is open at all times to visitors.

Competent guides will conduct you through and explain the manufacture of Pottery.

The U. C. T. Souvenir was made by Weller.

BROWN

When you see the name BROWN on a wagon, cultivator or harrow, it is the guarantee of a good tool, well made. It means quality and a reputation that we have stood back of for forty years.

BROWN MANUFACTURING COMPANY

Zanesville, Ohio.

First National Bank

ZANESVILLE, OHIO

Organized 1863

Capital\$300,000.00

Surplus 500,000.00

Zanesville's Grand Old Bank

THE MUSKINGUM LAUNDRY CO.

Zanesville, Ohio

Laundry, Dry Cleaning, Dyeing.

Carpets Dusted and Scoured

Best by Test

C. J. Weber

C. F. Hurley

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W. S. Lukens

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U. C. T. BOOSTERS FOR

The Wiles Grocery Co.

Zanesville, Ohio

To achieve the title "The Roll of Honor Bank," is a distinction—to maintain it is a sign of success. The people like to do business with a successful bank, especially one that is owned and grown in Zanesville.

The Old Citizens' National Bank

is the Largest Bank in Southeastern Ohio
not merged or consolidated.

We will appreciate your account,
large or small.

MARIETTA

Marietta, Ohio, city, county seat of Washington County; on the Ohio River at the mouth of the Muskingum, and on the B. & O. to Zanesville, B. & O. to Parkersburg, B. & O. to Pittsburgh, Pennsylvania railroad to Cleveland, M. C. & C. to Palos, connecting with Columbus; about ninety-five miles in direct line, southeast of Columbus, the capital of the State. The first settlement was made in 1788 by people from New England, under General Rufus Putnam, acting for the "Ohio Company," who had secured a grant of lands on both sides of the Muskingum River. The place was named in honor of Marie Antoinette. Arthur Saint Clair organized here, July, 1788, the Northwest Territory. In 1800, Marietta was incorporated as a town. Fort Harmar, built in 1785, was opposite Marietta, and in 1890 the village of Harmar, once the site of

the valleys. Seven hundred carloads of vegetables and four hundred carloads of fruit are



POST OFFICE

the fort, was annexed to the city. The building used as the land office for the "Ohio Company," the old blockhouse, and the mansion of the first governor of Ohio, are still standing here and in good condition. The museum contains many things of historic interest. Many of the pioneers of New England, as well as of Ohio, and many of the Revolutionary soldiers, were buried in the Marietta cemetery.

The city is in a coal, iron, petroleum, and gas region with fertile agricultural lands in



WASHINGTON COUNTY COURT HOUSE

shipped from this county annually to other markets. Some of the manufacturing establishments are: the chair factory, employing four hundred persons; glassworks, employing two hundred; oil machinery and tool works (two plants), with three hundred employees; brick plant, one hundred employees; foundries, two hundred; saddle and harness plant, two hundred and fifty men; sheet and tin plate mill, two hundred and fifty; five chemical plants, two hundred and fifty men; button plant, one hundred men; safe-cabinet works, three hundred men; paint and color plant, one hundred and fifty men; automobile devices plant, one hundred men.

There are five banks with combined assets of over \$8,000,000. The principal buildings are the Marietta College, the public schools, the churches, the County Courthouse, the City Hall, the Postoffice, the Chamber of Com-

More than fifty manufacturing concerns, making as many different kinds of goods, are prospering here. It is the city of diversified interests—no one industry predominates.

Marietta is the center of a very large oil ter-



OFFICIAL OFFICERS CHAMBER OF COMMERCE, MARIETTA



CHAMBER OF COMMERCE BUILDING

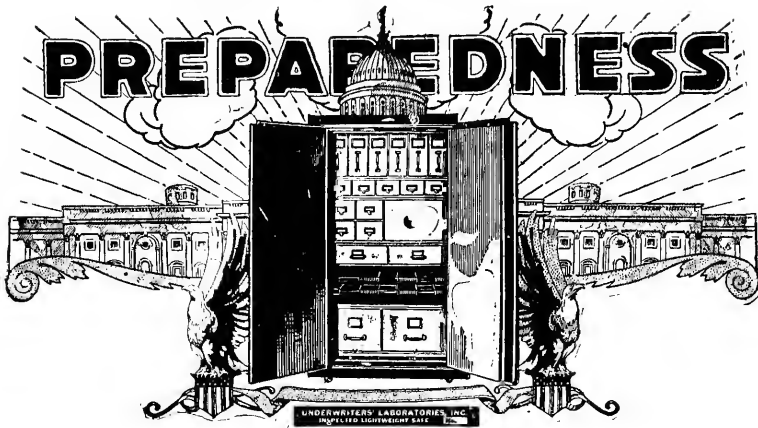
merce, the Armory, Public Library, club houses, three office buildings, etc. The government is vested in a mayor and council and is administered according to the Ohio Municipal Code.

ritory. Over 1,300,000 barrels are produced annually in this county.

Population 16,000 (conservatively estimating). Five banks with total assets of \$8,000,000. Three building and loan companies with over \$1,300,000 assets. For its size, Marietta stands at the top in wealth.

Marietta College stands high in the educational world; has about three hundred students. Nine city schools serve 2,900 students. Also a Parochial School, some good private schools, and a Business College. People move here from many miles around in order to educate their children.

Marietta has three daily newspapers; five modern office buildings; one of the finest courthouses in the State; beautiful government building; State armory; two libraries; four hotels; five theatres; two hospitals; Y. M. C. A.; twenty churches of all denominations; historical museum; several interesting landmarks; four social clubs; a number of women's clubs; several literary organizations; city hall; auditorium; two gymnasiums; Children's Home; Old Ladies' Home.



**SAFE-GUARD YOUR
FILES AND VALUABLES
TAKE NO CHANCES
WITH FIRE**

IN Washington, the War, Navy and other departments are equipped with **THE SAFE-CABINET** to safe-guard important documents, files, and papers from fire and theft.

Thousands of large and small factories, stores, offices and homes are now installing this great creation.

It is the utmost attainment of Science in ending fire peril. It is rated "light-weight safe" by the Underwriters' Laboratories. Yet it's unlike any heavy iron safe; size for size, it has twice the capacity of that, weighs but a third as much and costs far less. Often heated white-hot, yet not a paper inside of it scorched. Has laid under tons of burning ruins for days, ever with the same result, **all contents unscathed!**

**THE SAFE-CABINET
S-CIENTEST
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Don't wait until your home or business is in ashes before protecting your valuables and records. **THE SAFE-CABINET** is made in 48 styles and sizes—interior adjustable to any needs.

But it's no use whatever if you investigate too late.

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We are continually adding men to our selling force who are making big money selling **THE SAFE-CABINET**. This is an opportunity for the live salesman who wishes to better his income.

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No. 917

{ Golden Oak, Fumed and
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Established 1856

Marietta, Ohio

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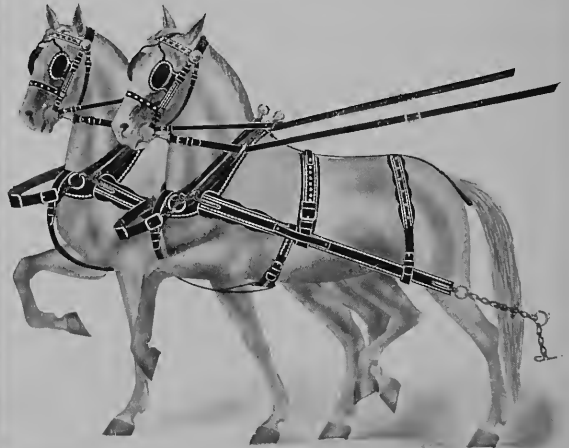
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Manufacturers of

Fine Plumbers' Woodwork

For the Jobbing Trade

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The Strecker Bros. Co.

Manufacturers of the

'Quality Line' Saddlery in all its Branches

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If Interested, Send for Catalogue

The Home of "Crescent Quality" High Grade Lubricating Oils and Greases. Manufacturers of Everything in Petroleum Products. All products made from Pennsylvania Crude Oil. Jobbers of Mill and Factory Supplies.

Write for Prices

The Crescent Supply Company

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Hot and Cold running water in every room

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Marietta, Ohio

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HOTEL WAKEFIELD

C. A. WARD, Propr.

Marietta, Ohio.

\$2.00 per day American
Sample Room

Codes: Revised Eco. Modern Econ.
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THE THORNILEY BROS. CO.

Manufacturers of Ice, Ice Cream, Butter,
Apple Barrels, Silos, Fruit Packages

Buyers and Shippers of Fruits, and Produce.
Live Stock, Poultry and Eggs, Flour, Feed
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Distributors of Farm Machinery, Spraying
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Logan's Leading Hotel

KESSLER & DOEBELE

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THE PLACE TO EAT

Never Close

Popular Prices



Quick Service

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COLUMBUS, OHIO

TRY OUR NOONDAY AND EVENING SPECIALS

"No Selfserve. We Serve the People."

EDGAR D. MILLER, Manager

PURE IRON — OLD AND NEW



Pure Iron Nails from the Coffin of a Soldier buried in 1792 at Ft. St. Clair, Ohio, and exhumed in 1892. After 100 years in the ground they are practically unharmed by rust. Analysis shows that they are 99.83% pure iron.

The qualities that made the iron of a hundred years ago far and away more durable than modern steel produce exactly the same results today. These qualities are purity and that physical evenness which come from careful and conscientious methods of manufacture.

ARMCO IRON Resists Rust

It excels in purity and evenness even the splendid old iron of our grandfathers' time. Experience points to the conclusion that it will give proportionately long service.

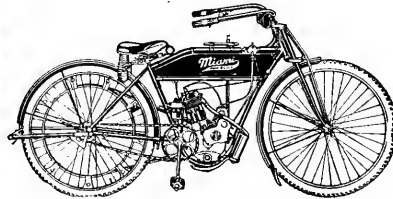


The trademark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

THE AMERICAN ROLLING MILL COMPANY
ARMCO IRON SHEETS, PLATES, ROOFING, METAL LATH AND TERNE PLATE
Licensed Manufacturers under Patents granted to The International Metal Products Co.
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District Sales Offices at Chicago, Pittsburgh, Detroit, Cleveland, New York, St. Louis, Cincinnati and San Francisco.

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PowerBicycle



\$115.00 F. O. B. Factory

Safe ——— Silent ——— Clean

The Miami Power Bicycle is not a Motorcycle. It is a big, strong bicycle with a light weight efficient motor built right into it.

2½ H. P. motor, speed 4 to 25 miles per hour, Magneto ignition, Goodyear Blue Streak tires, Gasoline over 100 miles per gallon, Oil over 400 miles per pint. Easy to start—easy to operate.

The ideal machine for all purposes where extreme speed is not required.

Full particulars upon request.

THE MIAMI CYCLE & MFG. CO., MIDDLETOWN, O.

SPRINGFIELD

Springfield was incorporated as a village in 1834; as a city in 1850, and changed its charter so as to be permitted to operate under the commission-manager form of government, January 1, 1914.

Since that date the city has been governed by a commission of five successful business men and the municipality has been conducted as a strictly business corporation.

Under their jurisdiction, public improvements have been carried out upon a much

gasoline engines, water power machinery, flour, railway frogs, switches and crossings, playground apparatus, grinding and separating machinery, automobile tires, etc.

Because of its general healthfulness, immunity from devastating floods, superior educational advantages, ideal transportation facilities, making the city easily accessible from all parts of the state, and other advantageous features, Springfield was selected over all competitors as the logical location for the State



ODD FELLOWS HOME, SPRINGFIELD

larger scale than ever before, notwithstanding the facts that the city's floating indebtedness has been entirely wiped out and the tax rate reduced to \$1.31 on each \$100 valuation.

The City Manager holds the honor of having been the first city manager in the United States and the man who "invented" the commission-manager form of municipal government.

Springfield has over three hundred thriving industries, and the products of her great factories encircle the globe. The chief articles of manufacture are agricultural implements, electric motors and fans, road rollers, motor trucks, metallic caskets and burglar-proof grave vaults, piano plates, emery wheels, machine tools, advertising novelties, gas and

homes of the Knights of Pythias, Masons, and Odd Fellows.

Springfield is fast taking her place among the other cities of the State as a convention city. The city has attractions of which no other Ohio city can boast and the delegate or visitor is afforded every opportunity to combine pleasure with business.

In Springfield delegate badges mark the wearers as visitors of distinction, whom every citizen is delighted to honor. The hospitality of the citizens knows no bounds and the advertising phrase, "It's no trouble to show goods," is the first principle of the creed of every resident.

As to hotel facilities for the accommodation of conventions and other gatherings, Spring-

field is rapidly coming to the front. The city now has six hotels and a large number of first-class boarding and rooming houses. Two modern hotels are now under construction and will be opened to the public before January 1, 1917. Two other hotels are contemplated and ground will be broken for these structures within the next two months.



POST OFFICE

An admirable convention hall is provided in the new Memorial building, which is just being completed at a cost in excess of \$250,000. The structure is a model in architecture and the auditorium has a seating capacity of thirty-two hundred. Several halls of less seating capacity are also available for convention purposes.

Springfield's railway and interurban facilities are all that could be desired from the point of prompt and efficient service. The New York Central Lines (Big Four) diverge in five directions over as many divisions, namely, Cincinnati, Columbus, Delaware, Sandusky, and Peoria.

The Detroit, Toledo and Ironton Railway is the north and south road. Having its termini in the coal fields of Southern Ohio, it places Springfield in easy and quick access of its fuel supply as well as pig iron from Ironton and elsewhere. This road also furnishes the direct water and rail route for the ores of Minnesota.

The passenger trains of the Erie Railway do not enter the city, the station being located at Maitland, just outside of the corporation limits. An interurban transfer car, operated by the S. T. & P. Railway, meets all trains

and passengers are thus provided with a continuous trip into Springfield.

Springfield has thirty-five incoming and outgoing passenger trains every twenty-four hours. In the last few years the railroads have expended over three-quarters of a million dollars on freight and passenger terminals.

Springfield is a division point of the Ohio Electric Railway Company and its executive offices are located on the top floors of the Interurban building erected by this company. Cars of this road arrive and depart hourly for Urbana, Bellefontaine, Lima, Fort Wayne, Toledo, Dayton, Hamilton, Cincinnati, Richmond, Indiana; Columbus, Newark, and Zanesville. Limited service is also furnished at frequent intervals. The Springfield, Troy & Piqua Railway operates interurban cars between Springfield and Troy, connecting with the Dayton and Troy Electric Railway for points north and south; the Springfield and Xenia Railway Company operates between Springfield and Xenia and the Springfield and South Charleston Railway Company between Springfield and South Charleston.

All told the city has ninety-three inbound and outbound interurban passenger cars every twenty-four hours, in addition to the freight service.

The Springfield, Troy & Piqua Ry. Co.

*The Short Way from
Springfield to Christ-
iansburg, Troy,
Piqua, Sidney and
Wapakoneta.*

The Fast Freight Line

We Solicit Your Business



"THE WAY TO GO"

The Springfield and Xenia Railway

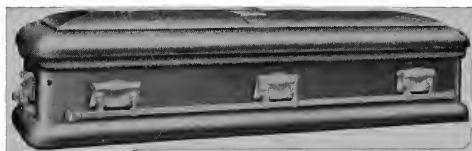
Extends all courtesies over our line to the

United Commercial Travelers

And is the only direct line running out of Springfield making connections for points in Southern Ohio. Making connections at Xenia with the Pennsylvania, C., H. & D., and D., S., X., S. Railways and also bus line to Wilmington. For all information address

J. F. EGOLF, Supt.
Springfield, Ohio

Springfield Durable Burial Receptacles



The Better Than Wood Casket Values

A large variety of designs and combinations to select from to meet the demands of the average well to do as well as those desiring the very best.

Made of "Armco" Iron, a rust-resisting sheet metal guaranteed by the manufacturer for Purity, Evenness and Solidity. A worthy substitute for copper.

Higher grade caskets made of Cast Metal Solid Copper and Solid Bronze Metals.

A "Springfield" all welded Steel or "Armco" Iron Burglar Proof and Water Proof Grave Vault, as the proper protection for any casket, should be used with every burial.

For sale by all leading Funeral Directors.

Manufactured by

The Springfield Metallic Casket Co.

SPRINGFIELD, OHIO

THE ARCADE HOTEL

SPRINGFIELD, OHIO

Owned and Operated by F. G. WARDEN

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Meet me at

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Lima, Ohio

"In the Heart of Lima"

European Plan

\$1.00, \$1.50, \$2.00 per day—no higher

Cafe service at moderate prices

Home Cooking that you will enjoy

Women chefs only employed

HOTEL NORVAL

Eppley & Warden

Lima, Ohio.

Opposite Court House

A hotel where you will be highly pleased
with the surroundings and service.

European plan: \$1.00 and up.

THE DELAWARE HOTEL, Muncie, Ind. Warden & Mitchell

Caters to the Traveling Men and are U. C. T. Headquarters.

SUPERIOR

GRAIN DRILLS
CORN PLANTERS
CORN DRILLS
POTATO PLANTERS
ALFALFA DRILLS
ALFALFA CULTIVATORS
BEET DRILLS
LIME SOWERS
DISC HARROWS
BUCKEYE CULTIVATORS

THE AMERICAN SEEDING MACHINE CO., Inc.

Springfield, Ohio

PORTSMOUTH

Portsmouth, situated as she is on the Ohio River, enjoys not only fine facilities for shipping the products of her manufacturing plants, which are numerous and varied, but enjoys that beautiful scenery that the Ohio River is noted for. Portsmouth has a population of

The banking facilities are the best. She has five banks and five Building and Loan Associations, having total assets of over \$9,155,000.

By the time that this is in your hands the traction line connecting her with Ironton will be completed, making a total trackage of city and interurban lines of over forty miles, and affording the traveling public with fine service between Portsmouth and adjoining cities.

There is fine railroad accommodations: the Chesapeake and Ohio, with eight trains daily from Chicago to New York; the Norfolk and Western, with eight trains daily from Cincinnati to Portsmouth, and the Columbus division of the Norfolk and Western, furnish eight more from Columbus to Norfolk, Virginia. The Baltimore and Ohio has four trains daily between Portsmouth and Hamden, where connections are made for all points both east and west. This service, with the river boats, furnishes Portsmouth with fine passenger as well as freight service.

Portsmouth, situated as she is, at the mouth of the Scioto River, makes it the center of the



MASONIC TEMPLE

thirty thousand people, with nearly fifty thousand in the immediate vicinity.

Another place that Portsmouth stands out very prominent in is the large percentage of her people owning their own homes, as practically every resident is a home owner. Her fine paved streets are admired by all who visit her, and she boasts of something that very few, if any other city of her size can, and that is that over thirty-five miles of the streets are paved with vitrified brick, manufactured at home. Seldom do you see a city that compares with Portsmouth in number and beautiful churches.

There is no city of equal size that can compare with the schools that she has. She is known to the educational world as having the best of material for their teachers. She is also among the leaders in fine school buildings, as her buildings are equal to any in the larger cities with all the modern improvements.



POST OFFICE

largest corn growing section in the country, as the Scioto valley is known for its large yield of corn. Scioto County is also growing a large and varied crop of other farm products

as well as fruits. The fine paved roads that we have make the city accessible at all times from the rural districts, and furnishing the farmer with a ready market for his produce.

In a retail way, Portsmouth has stores that compare very favorably with larger cities. The wholesale trade, from a jobbing standpoint, is well taken care of by several large jobbing houses, which carry an immense stock, and their growth is evidence of their fair dealing.

In a fraternal way, Portsmouth has some forty different organizations, among them the Masonic Orders, K. of P., Odd Fellows, U. C. T., Modern Woodmen, Woodmen of the World, Ben Hur, etc.

The shoe industry furnishes employment to the largest number of persons of any one line of manufacturing. Approximately four thousand persons find employment in the three large factories. The payroll of these three plants amount to \$175,000 per month.

Stove, Iron and Steel Industries

These industries expend over \$200,000 per month to wage earners, and furnish employment to over three thousand men. The Whitaker-Glessner Company plant is one of the largest plants of its kind in the United States, and now they are contemplating an addition that will make it the largest. This plant has an annual output of over \$6,000,000.

The stove industry is well taken care of by two plants: the Portsmouth Stove and Range Company, who make the famous "Equity" line of stoves and ranges, both for coal and gas. The Ohio Stove Company is well known by their line of "Buckeye" stoves and ranges.

The engine industry has increased by leaps and bounds during the past few years, and the two plants have an annual output of over \$525,000 in gas engines.

The brick industry, which turns out over 150,000,000 brick per year, furnishes employment to one thousand men, with a monthly payroll of over \$50,000.

Woodworking plants furnish employment to over five hundred men, with a monthly payroll of nearly \$20,000.

The railroads and street railways furnish employment to another army of approximately three thousand men, with a monthly payroll of nearly \$200,000.

The Norfolk and Western terminals, located on the eastern edge of the city, furnish employment to over twenty-five hundred men.

Edward T. Reed, Pres. and Treas.

Will H. McMurray, Vice Pres.

Edward J. Gims, Secretary

THE JOSEPH G. REED CO.

WHOLESALE

*Dry Goods
and Notions*



702-704-706 SECOND STREET

PORTSMOUTH, OHIO

Gets ALL the dirt Saves ALL hard work

The Hoover cleans thoroughly because it sweeps up all lint and threads and jars to the surface of the rug or carpet, in removable shape, the imbedded dirt.



The
HOOVER
SUCTION SWEEPER

Does the work you want a vacuum cleaner to do. See it demonstrated. Ask us for your local dealer's name.

THE HOOVER SUCTION
SWEEPER CO.

New Berlin,
Ohio



The High Grade "Specialty" Line

STOVES **EQUITY** *RANGES*
TRADE MARK 1920
Last Longer - Work Better

Safety, Economy, Convenience, Fine Appearance, Substantial Quality are all combined in Equity Gas and Coal Ranges and Heaters. If you want the best in a Stove or Range ask your dealer for Equity or write us if he does not have it.

**The Portsmouth Stove
& Range Company**

Portsmouth, - - - Ohio

WHITAKER-GLESSNER COMPANY

Manufacture, on a very large scale, high grade Open Hearth Steel products such as Billets, Slabs, Blue Annealed Sheets, Galvanized and Painted Steel Sheets, Galvanized and Painted Roofings, Ridge Roll, Valleys, Gutters, Eavestrough, Conductor Pipe, Pressed Brick Siding, Steel Barrels and Drums. Originators and sole manufacturers of rust-resisting Portsmouth Iron, Copper-bearing Ohio Metal.

PORTSMOUTH WORKS - Portsmouth, Ohio

Send for Catalog

Opportunity for Competent Salesmen

If you have a friend who is a good specialty salesman, who desires to better his condition, please give us his name and address. We intend during the next ninety days to add to our present large selling force a number of first-class salesmen. Greater opportunities for salesmen exist today in our business than ever before. We now manufacture more than two hundred different styles and sizes of scales, including scales of practically every type, from the small counter scale for the retail merchant to the big heavy capacity scale for the manufacturer, packer, etc.

Our proposition, which is a liberal commission one, presents the opportunity of earning from \$2500.00 to \$3500.00 per year. City territories and traveling territories in nearly all sections of the country available.

This is an excellent opportunity for the man of sales ability between the ages of twenty-eight and forty-five, of good moral character, good health, energetic and able to furnish fidelity bond. We give our salesmen the benefit of a thorough course of training, and assist them in every way to make a success.

Write for full information.

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Toledo, Ohio, U. S. A.

Windsor, Ontario, Canada.

Main Offices & Mills Western Dep't.,
Toledo, O. Kansas City, Mo.
1328-1330 McGee St.

THE BOUR COMPANY

Royal Garden Teas High Grade Coffees

MEYERHOF HOTEL

NICHOLAS HUSS, Proprietor

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TRY HOTEL MADISON

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Room with private bath \$1.50 per day
Room without private bath, \$1.00 per day

Hot and cold water, electric lights and telephone in each one of 115 rooms. Special weekly rates.

FRED ABROSSETT, Mgr.
714-6-8-20-2-4-6 Madison Avenue

Red Man Red Horse Buckshoe

Three Favorites

PINKERTON TOBACCO COMPANY

TOLEDO, OHIO

While in Toledo stop at the

ST. CHARLES HOTEL

One of the leading hotels in the city,
Centrally Located, Convenient to all car
lines.

242 SUPERIOR STREET

Rates Reasonable

V. L. TWINING, Propr.

Member U. C. T.



HOTEL TOLEDO

EVERYTHING NEW

EDMONDS & STAIR, Proprs.
100 Rooms \$1.00 and up European
Jefferson and Superior Streets
Toledo, Ohio

Hotel Waldorf

Strictly Fireproof

*Toledo's New Commer-
cial Hotel, will Open
September 1st, 1916.*

Has 228 Rooms With Private Bath

20 Large Sample Rooms

Located in Center of
Shopping District

Corner Summit and Madison Streets
TOLEDO, OHIO

THE WEHRLE CO.



The Largest Stove Foundry
in the World

Manufacturers of

Stoves, Ranges and
Heaters for Coal,
Wood and Gas

Newark, Ohio

Mr. Commercial Man

Why cheat yourself! If you are stopping at the Warden Hotel, Newark, Ohio, you are getting the best to be had. Give us a trial. If not satisfied you owe us nothing.

HOTEL WARDEN

ROWE & CURREN, Proprs.

Newark's most popular Hotel
American plan \$2.50 to \$4.00.

The Fremont

American Plan

New Jackson Hotel

European

Modern Conveniences—Reasonable Rates

Under the management of

PHIL A. LINS

Fremont, Ohio

STOP!

AT

Hotel Berry

Ed. C. Berry, Prop.

Athens, Ohio

CHILLICOTHE

Chillicothe has behind her an honorable record of one hundred and fourteen years' existence, making this one of the oldest cities in Ohio. The town was founded in 1796 by Nathaniel Massie, the first cabin being built on



SCIOTO COUNTY COURT HOUSE

the "Station Prairie," near where Elsass' nursery now is, on April 12, 1796, by John McCoy, whose daughter Margaret, born in June of that year, was the first white child born in the settlement. Massie had made previous trips to the Scioto Valley in 1792 and 1795, exploring it and making surveys for Virginians who held grants of land in what was known as the "Virginian Military District," extending from the Little Miami to the Scioto, reserved by Virginia for her Revolutionary soldiers. On his second expedition, Massie had a fight with the Shawnee Indians near Bainbridge, Ross county, this being the last Indian fight in Southern Ohio.

In the spring of 1803, Ohio held her first election, and Chillicothe was the first capital, the old courthouse serving as a statehouse. Chillicotheans carried everything, and were firm believers in the saying, "To the victors belong the spoils." Edward Tiffin was first Governor, Thomas Worthington, United States Senator; Nathaniel Massie, Speaker of

the Senate; Michael Baldwin, Speaker of the House; William Creighton, Jr., Secretary of State; Samuel Finley, Adjutant-General. All of these were Chillicotheans, and all except Baldwin were Virginians. The "Virginia Party," as it was called, directed the destinies and policy of Ohio for more than a quarter of a century.

Chillicothe remained the capital until 1810, when the seat of government was moved to Zanesville, October 1, where it remained until May 1, 1812, when it was returned to Chillicothe, and was not changed until the removal to Columbus in 1816. Chillicothe has given to the country four United States Senators, Thomas Worthington, 1803-7; Edward Tiffin, 1807-9; Thomas Worthington, 1810-13; Joseph Kerr, 1813-14; William Allen, 1837-47, and ten Congressmen. To Ohio, four governors, Worthington, Tiffin, McArthur, and Allen. Massie was declared governor on a technicality, but declined. Besides these, there have been from Chillicothe, three Secretaries of State, three Adjutant-Generals, six Justices of the Supreme Bench, and many other officers.



POST OFFICE

Chillicothe celebrated her centennial in 1896, and in 1903 the Ohio State Centennial was held here. The Scioto Valley, now the N. & W. railway, was built in 1874; the telephone exchange was instituted in 1880, and another, independent, in 1895. The first baseball game in the city was played November



FIRST STATE CAPITOL AT CHILLICOTHE

14, 1866, between the Chillicothes and the Eureka of Circleville. Score, 25 to 2, favor of Chillicothe.



DULL KID TURN

On Sale at Leading Shoe Stores

The Union Shoe Mfg. Co.
Manufacturers

LADIES' POPULAR PRICED FOOT WEAR

Welts—Turns—McKays
CHILLICOTHE, OHIO

“Sugar Loaf” “Superior” “Logan”

The Brands by which the quality of
all Canned Goods are Measured.

Purity, Tenderness, Flavor

These make our Fruits and
Vegetables unsurpassed.

As good as the green or fresh.
Try them and see.

— PUT UP BY —

The Sears & Nichols Co.

Factories in Ohio and Michigan

Office: CHILLICOTHE, OHIO.

YOUNGSTOWN

Is the heart of the greatest wealth-producing section of the United States, the Cleveland-Buffalo-Pittsburgh district.

It is the third city in Ohio in the value of manufacturers, fourth in financial importance, and the fastest growing city in the State.



MAHONING COUNTY COURT HOUSE

It is the only inland city between New York and Chicago where the four great trunk lines: the New York Central, the Erie Railroad, the Baltimore & Ohio, and the Pennsylvania Railroad, meet, and it is approximately half way between the metropolis of the east and that of the west.

Youngstown is the place where coal, ore and limestone, the materials necessary for the manufacture of steel and iron, are assembled at least expense and from which their products can be marketed with most facility. On an area of three square miles, having its center in Youngstown, is already produced more of these commodities than on any similar area in the world.

The most powerful money magnet known in industry is the production of iron and steel. Where they are made dollars come in most abundance. The value of Youngstown's annual per capita production is twice that of Pittsburgh or Cleveland, and four times that of the country at large.

Youngstown is, in the national manufacturing field, what the most favored business corner in your city, is to its retail trade. It is the point at which the aggregate cost of pro-

ducing and distributing many manufactured products is least, and where customers for such products are most numerous and most convenient. Within a radius of one night's ride is more than two-thirds of the population of the United States and more than four-fifths of its purchasing capacity.

The total capitalization of Youngstown's industries is approximately \$200,000,000 at the present time. During the year 1914, in the face of an industrial depression that paralyzed



VIEW OF DOWN TOWN SECTION FROM
MARKET STREET VIADUCT

industry in many cities, Youngstown added \$14,000,000 to her investments in manufacturing alone. Extensions to three of her larger plants now in progress will cost \$12,500,000, and the money has all been provided.

HOTEL SALOW

Near Erie R. R. Station

N. Phelp Street
YOUNGSTOWN, OHIO

HOTEL OHIO

YOUNGSTOWN, OHIO

ABSOLUTELY FIREPROOF

225 Rooms---175 With Private Bath
(ALL OUTSIDE ROOMS)

SPECIALLY DESIGNED WELL LIGHTED SAMPLE ROOMS

EUROPEAN PLAN---RATES \$1.50 PER DAY AND UP

GOOD RESTAURANT AT MODERATE PRICES

M. C. HANNAN, Manager

AFTER YOU HAVE TRIED THE
REST BUY THE BEST

**FITCH'S
ROYAL QUALITY
STEEL CUT
COFFEE**

THE JOHN H. FITCH COMPANY
Youngstown, Ohio

Hot and cold water
in each room

Rates per day \$1.00
With bath \$1.50

EUROPEAN PLAN

The New Savoy

THE N. S. HOTEL CO., Proprietors

JOHN E. AMDRUP, Manager

First Class Cafe

Corner Boardman and Champion Streets
Youngstown, Ohio

2147 CALLS A TAXICAB

Limousines, Touring Cars, Auto Trucks
Baggage Wagons

FREDRICKS TAXICAB & TRANSFER CO.

We Never Sleep

Office 37 W. Commerce, Opposite Erie Depot
Youngstown, Ohio

WARREN

"Opportunity? It's here! Warren, the city of MODERN METHODS."

This slogan blazes forth to greet the visitor of Warren, one of the liveliest little cities in the State, and its statements are true.



SHOWING CITY HALL AND A PORTION OF
THREE OF THE PARKS IN THE
HEART OF THE CITY

Since this picture was made the City Hall has been destroyed by fire.

Warren is indeed a city of opportunity and as to modern methods, all one has to do is to look into any of its many industries to see that modern methods prevail.

The city's population is about 20,000 and its aim is 25,000 in 1920. It is growing every day and at its present rate it will pass that mark before the time set.

Situated at the head of the Mahoning Valley, the country's steel center, Warren has many advantages which few cities enjoy. On one hand it has the busy steel and other industries, on the other is a fertile farm and dairy country that has few equals.

Warren is one of the oldest cities of the State. It is the capital of the old Connecticut Western Reserve and was doing business when Cleveland and Youngstown were in their infancy. Its reputation for a good town, morally, financially, and industrially is well established. It was a little late in coming into its own as to population, but the activities of a particularly live Board of Trade in the past few years have brought it up wonderfully and

it is due to these activities that the city is still growing and will keep it up for years to come.

Within the city are sound and substantial industries operated by business men on a business basis. The excellent condition of the city and its manufacturing interests was proved during the financial depression of 1913 when not a single plant closed down. During the 1907 panic Warren manufacturers paid their men in cash and not an industry in the city used cashier's checks. Warren's banks at that time cashed much paper issued by the industries in other parts of the valley.

The opportunity in Warren is for all. The traveling salesman whose headquarters are in the northeastern part of the State, finds Warren the ideal home town. Here his family enjoys the best of conditions and his children have every advantage. The schools of the city, ten in number, are classed with the very best. Church advantages are many, there being twenty-three religious organizations in the



TRUMBULL COUNTY COURT HOUSE

city. Of these, eighteen own and occupy their own houses of worship and the others are housed in halls or rented quarters. Fraternal organizations are many, there being nearly fifty in the city and the U. C. T. man can find his lodge brothers comfortably quartered and ready to extend the glad hand.

There is likewise an opportunity for the man who wishes to invest his money in sound institutions and money paying investments.

There is opportunity for everybody. The young man starting his business career, the retired traveler seeking a place wherein to spend his declining years, the professional man, the manufacturer; in fact, anybody can find in this well established and growing city the opportunity for success.

Warren's citizens are proud of their city; they are proud of the advantages offered; they feel that they have something to offer to the visitors or the persons who would locate here, that will appeal to them.

We would like to have you drop in and see us. To the United Commercial Travelers who don't know Warren, we say, "Come and see us." If you have in mind any industry which is looking for an ideal spot just mention us to the men behind it. If you are about to retire from active work and spend your days in ease, look the city over, it may appeal to you. If you are thinking of retiring from the road and going into business for yourself, look us over. This is a good town in which to locate.

In closing, let us refer you to your brother travelers who "make" Warren on their trips or who live in this section. They will back up all we claim.

THE WARREN CITY TANK AND BOILER WORKS

Warren, Ohio

First National Bank

Capital \$250,000 Surplus \$250,000

Hamilton, Ohio

S. D. Fitton, President	E. G. Ruder, Cashier
P. Benninghofen, Vice Pres.	J. M. Beeler, Asst. Cashier
C. E. Mason, Vice Pres.	Don W. Fitton, Asst. Cashier
E. B. Hughes, Asst. Cashier	E. M. Ruder, Asst. Cashier

THE De VOE GROCERY CO.

Wholesale Grocers

WARREN, - - - - OHIO

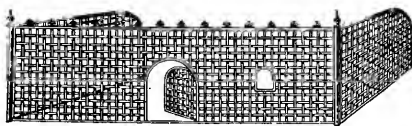
CHRYST & ROACH

Park Hotel
Colonial Hotel

Warren, Ohio

C. C. CHRYST

F. B. ROACH



The Fred J. Meyers Mfg. Co.

Hamilton, Ohio

Manufacturers of

STRUCTURAL IRON WORK BUILDERS IRON WORK

Iron Girders, Roof Trusses, Steel and Iron Columns, Shoes and Bearing Plates, Railings of all kinds, Window Guards, Stable Fittings, Iron Stairways, Jail Work, Fire Escapes, Wire and Iron Fencing, Wire and Iron Lawn Furniture.

Ornamental Wire, Iron and Bronze

Window Guards for Protection to Factories, Stores, Offices, etc. Protects the Glass from Breakage. They also Keep out Burglars. In Factories, Prevent Tools, etc., from Being Passed to Confederates on the Outside. Will Pay for Themselves.

The Conrad

Massillon, Ohio

The Herbert

Canal Dover, Ohio

Deserve your Patronage

Defenbacher & Nickles

Proprietors

THE C. L. McLAIN CO.

Strictly
Legitimate
Wholesale
Grocers

Massillon, Ohio

SHERMAN HOUSE

Shelby's New Hotel Shelby, O.

American Plan: Rooms with Hot and Cold Water
\$2.00 and \$2.25. Rooms with Private
Bath, \$2.50 and \$3.00

European Plan: 75c, \$1.00, \$1.25 and \$1.50

GEO. W. SCOTT, Prop.

The Bucyrus GARAGE

KROEGEL & PARSEL BROS.

111 S. Poplar St.

Phone 5179



The Hotel Marion Marion, Ohio

Leading Commercial Hotel of the City

U. C. T. Headquarters. Rates \$2.50
and \$3.00 per day. American Plan

Headquarters American Automobile Association
Marion County Auto Association

W. G. MINSHALL, Prop.

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Columbus Council desires to express its thanks to the various Commercial bodies throughout the state who by their courtesy and prompt attention to our request for information relative to their particular cities, has made it possible to furnish a most beautiful and complete work of the U. C. T. and Commercial History of Ohio.

We regret exceedingly that a few cities from whom we requested information for publication in this history, failed to grasp its importance and great good it would have done for their respective cities, and the U. C. T. membership in their section by neglecting to respond to our several requests for such data.

The thanks of Columbus Council and the Editor are hereby extended to each Patron of the History of Ohio for liberal support in assisting to make this publication a thorough success. THE EDITOR AND COMPILER.

THE SUNRAY STOVE COMPANY

DELAWARE, OHIO



ONE OF DELAWARE'S LEADING INDUSTRIES

New Factory of The Sunray Stove Co., Delaware, O., manufacturers of Gas Ranges and Heaters. The Sunray Gas Stoves are now sold and distributed in 15 states of the Union and this company enjoys the fruits of twelve of the U. C. T. Boys.